

*The Magazine for Executives*

MAY 30, 1953

## ENOUGH LEATHER FOR SHOE OUTPUT AHEAD?

By 1960 — 178 million people and 570 million pairs of shoes. But if hide resources shrink and exports hold high—the tight supply squeeze poses a real challenge for the shoe and leather industry in years ahead.



Also . . .

New Sewing  
Methods  
With New Threads



Report on  
Brown Shoe  
Conference



*Casual,  
yet  
Distinctive*

**...that's why Gallun's  
Clyde Calf is the leather  
that sells your shoes**

Leisurely elegance calls the tune for this handsome casual. And the finishing touch to distinctive craftsmanship is added by chrome-tanned Clyde Calf — with its deep, rich color . . . its mellow finish . . . its ever-so-subtle hint of grain.

Footwear fashioned of this plump, full-bodied tannage is wonderfully soft and pliable and, yet, it holds its shape — keeps shoes good-looking longer.

When you sell the quiet elegance that's inherent in all the famous Gallun tannages, you build a loyal customer following that comes back to you again and again. So check the Gallun numbers in your orders to leading manufacturers — and you can tell your customer with pride that you're fitting him with a Gallun leather. It's a real selling point. *A. F. Gallun & Sons Corporation, Tanners, Milwaukee, Wisconsin*

*Clyde Calf*  
chrome-tanned

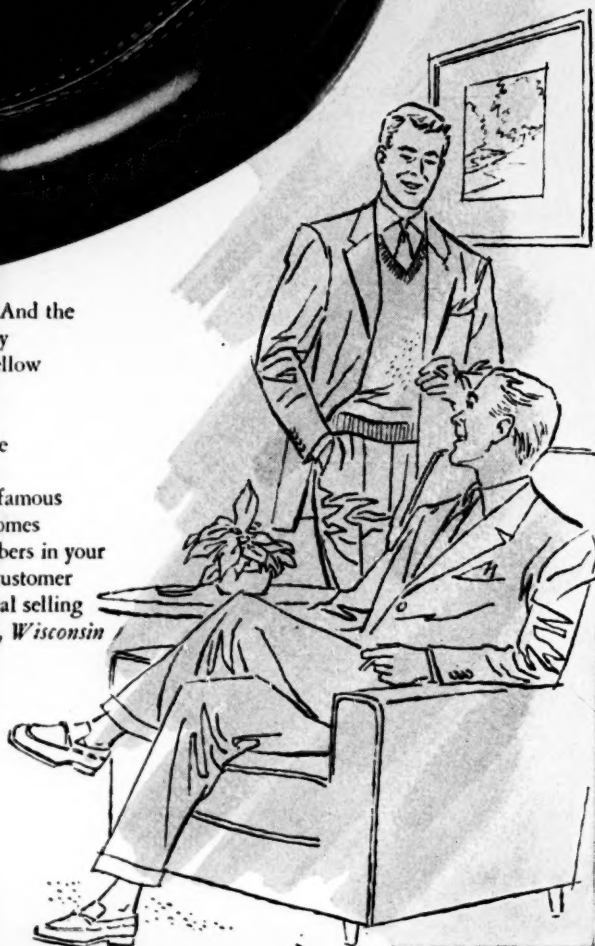
**OTHER FAMOUS GALLUN TANNAGES**

**Normandie Calf**  
boarded, glazed



**Norwegian Calf**  
boarded grain

**Croton Calf**  
smooth, but not glazed



NATIONALLY ADVERTISED  
**B. F. Goodrich**  
SHOE PRODUCTS



**B. F. Goodrich moccasin soles  
attach faster to indian-type moccasins**

**T**RY B. F. Goodrich moccasin soles on your next moccasin run. You'll find they attach and finish faster, cut production costs.

The Ortho-tread gives arch support—the rugged design is non-slip. Boys' sizes 1, 2, 3, 4, 5. Men's sizes 6, 7, 8, 9, 10, 11. Color—brown.

Just another example of the many quality shoe products made by B. F. Goodrich for the manufacture and repair of shoes. Catalog or additional information supplied on request.

The B. F. Goodrich Company		
Shoe Products Division, Dept. SP-60		
Akron, Ohio		
Please send additional information on moccasin soles <input type="checkbox"/>		
Have your representative call on me with profit tips <input type="checkbox"/>		
Send complete catalog <input type="checkbox"/>		
Name _____		
Address _____		
City _____	Zone _____	State _____



## FORMULAE WORTH THOUSANDS OF DOLLARS

"Tanning Processes" by the internationally known authority, August C. Orthmann, contains leather making formulae worth thousands of dollars—and time and labor-saving data that will help in every phase of your tanning operation.

It's the book scores of tanning men say is the most practical work on tanning ever written . . . you'll say it's worth many times its \$12.50 price. You'll use "Tanning Processes" often because it treats expertly with your everyday problems.

Leather bound, it contains 414 pages of invaluable information to help you increase your yield, improve production, reduce time and motion, and get a higher quality leather.

Order a copy today!

**\$12.50 PER COPY**

Rumpf Publishing Co.,  
300 West Adams Street,  
Chicago 6, Illinois

I enclose \$..... Please send  
me ..... copies of "Tanning  
Processes," by August C. Orthmann.

Name .....  
Address .....  
City ..... Zone ..... State .....

# LEATHER AND SHOES

Vol. 125 May 30, 1953 No. 22

## DEPARTMENTS

Editorial .....	6	Hides and Skins .....	24
Stylescope .....	8	Person to Person .....	27
News X-Ray .....	13	News Quicks .....	28
News .....	14	Want Ads .....	33
Leather Markets .....	21	Canadian Notes .....	34
Tanning Materials .....	23	Deaths .....	34
Index to Advertisers 34			

**Elmer J. Rumpf**  
PUBLISHER

**William A. Rossi**  
EDITOR AND ASST. PUBLISHER

**Irving B. Roberts**  
NEWS AND MARKET EDITOR

**James Malone**  
EDITORIAL RESEARCH DIRECTOR

**Rosalie Marzbanian**  
FASHION EDITOR

**Joseph B. Huttlinger**  
WASHINGTON EDITOR

## OFFICERS

Elmer J. Rumpf, *President*; C. E. Belding,  
F. G. Moynahan, W. A. Rossi, *Vice-*  
*Presidents*; L. C. Bedford, *Secretary*.

## HEADQUARTERS

THE RUMPF PUBLISHING CO.  
300 W. ADAMS ST., CHICAGO 6, ILL.  
PHONE—CENTRAL 6-9353

## EDITORIAL OFFICE

10 HIGH ST., BOSTON 10, MASS.  
PHONE—LIBERTY 2-4652

## REPRESENTATIVES

BOSTON 10, MASS.—Frederick G. Moynahan, George G. Dunning, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • WASHINGTON 4, D. C.—Joseph B. Huttlinger, 894 National Press Bldg., Executive 3-3733 • PHILADELPHIA 31, PA.—Cardwell E. Belding, 5201 Berks St., Greenwood 7-6785 • CINCINNATI 2, OHIO—Robert O. Bardon, 529 Syracuse St., Main 6662 • ST. LOUIS 20, MO.—William Creahan, 5148 Oriole Ave., Central 6913 • GREAT BRITAIN, AND EUROPE—J. B. Trautart Ltd., 5 London St., London, W. 2, Paddington 5946 • SWEDEN & NORWAY—Nils Haraldson, Drottning-gaten, 2, Orebro, Sweden, Orebro 13027.

LEATHER and SHOES, The Magazine for Executives, published weekly by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill.

Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1940, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Boston.



MEMBER: Audit Bureau of Circulations

## Coming Events

June 7-10, 1953—Annual Convention of American Leather Chemists' Association. Netherland-Plaza Hotel, Cincinnati, O.

June 13-15, 1953—Shoe Service Industry Trade Exposition. Sponsored by Shoe Service Institute of America, in conjunction with its 48th Annual Convention. Hotel Sherman, Chicago.

June 15-16, 1953—Annual Spring Meeting of National Hide Association. Shamrock Hotel, Houston, Texas.

Aug. 2-6, 1953—National Luggage and Leather Goods Show. Sponsored by Luggage and Leather Goods Manufacturers of America, Inc. Hotel New Yorker, New York City.

August 17-19, 1953—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York City.

August 18-19, 1953—Showing of American Leathers for Spring and Summer, 1954. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Sept. 6-11, 1953—Annual Meeting, International Union of Leather Chemists Societies. Barcelona, Spain.

October 11-14, 1953 — Canadian Shoe & Leather Convention and Shoe Fair. Sponsored by shoe manufacturers, shoe suppliers and tanners. Mount Royal Hotel, Montreal.

Oct. 21, 1953—Annual Fall Meeting, National Hide Association. Edgewater Beach Hotel, Chicago, Ill.

October 22-23, 1953—Annual Fall Meeting of Tanners' Council of America, Edgewater Beach Hotel, Chicago.

Oct. 26-29, 1953—National Shoe Fair, sponsored jointly by National Shoe Manufacturers Association and National Shoe Retailers Association at the Palmer House and other Chicago hotels.

Nov. 29-Dec. 3, 1953—Popular Price Shoe Show of America showing of footwear for Spring and Summer 1954. Sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

Feb. 14-16, 1954—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.



*Take advantage of today's fast-acting adhesives*



*with the new*  
**USMC CEMENT  
SOLE  
ATTACHING  
MACHINE  
MODEL C**

**QUICK ADJUSTMENT** for complete range of heel heights gives correct distribution of pressure on the entire shoe bottom. Simple handwheel adjustment for changes in sizes.

**NEW PAD BOXES** take full runs of sizes and widths — can be angled to aid operator.

**POSITIVE TIME - PRESSURE CONTROL** automatically assures adequate bonding period for each shoe.

— One of 36 New Machines In Five Years —

This high-production 2-station machine is an outstanding example of progress in the shoe industry. It's the latest of many contributions to better cement shoemaking made by United in the course of 20 years.

This sole attaching machine lets you utilize to the fullest, the latest in pressure sensitive and heat activated cements. It will produce the right bottom character, consistently and positively, on all shoes that come to the machine properly prepared. Maintenance costs are low and operator adjustments are quickly made.

The productive efficiency of this machine, like all United Machines, is constantly maintained by trained servicemen and by regional inventories of replacement parts located in sixteen shoemaking districts.

For further information call the nearest United Branch Office.

**UNITED SHOE MACHINERY  
CORPORATION**  
BOSTON, MASSACHUSETTS



*The shoe and leather industry does itself an injustice with its constant dirge of low profits. It's time to recognize that*

## THERE'S RESPECT IN PROFITS

**M**ANY years ago the shoe and leather industry adopted a philosophy of talking po'r mouth when it came to profits. It has since fostered and nurtured this philosophy until it has become almost heresy for a man or company or the industry to say that it is enjoying a period of wholesome profit.

The reasoning behind this philosophy of poverty is simple and obvious. If the tanner declares that he is making a decent profit, he fears the reaction of the shoe manufacturer whereby the latter will say the tanner's statement is definite proof that he's getting too much money for his leather.

The shoe manufacturer's reasoning is the same—the fear that the retailer will point to those profit figures and claim he's being made the goat at the expense of the manufacturer.

### Plead Poverty for Safety

No matter which group of the industry is involved, the adopted policy is to play it safe and plead po'r mouth. When you claim you're not making any money, or are even losing money, then the buyer's pressure on your prices is relaxed.

We see the published figures on the shoe manufacturing industry, whereby average net profits on sales are around 2.5 percent; whereby in any given "normal" year some 50 percent of all shoe manufacturers report a loss or no profits. We see a similar situation in the tanning industry, whereby in an average year a representative group of leather manufacturing firms show an average net profit of around one percent on sales; whereby if in a brief period of good business the leather industry is reported to have shown a sharp rise

in profits, tanners are quick to step in and claim the figures are distorted.

Yet, ironically, despite these presumed low profits, relatively few tanners are forced to close up shop. Most tanners manage to stay around in business a long time. Though the company turnover rate is much higher in the shoe manufacturing industry, the failures are almost wholly with the little and the marginal operators (out of some 1100 shoe manufacturing firms, 175 employ nine or fewer workers, 270 employ 19 or fewer). But the large majority of established firms manage to stay very well in the picture.

In short, the constant plea of poverty or near-poverty is strongly contradicted by facts and actions, so that the plea itself becomes justifiably suspect.

### Fails American System

But there is something far more important involved. When any industry so consistently declares a failure to make a decent profit, it simultaneously declares to the public that it is an inefficient industry; that it is incapable of administering its operations so that it fulfills its responsibility to the nation and the American free enterprise system—that is, reporting a respectable profit.

If this philosophy were a sound one, then it would obviously become the policy of all industries. But the shoe and leather industry is one of the few that employs it. We do not see it in the auto industry, the chemicals industry, the cement industry and most others. Rather, to the contrary, those other industries take justifiable pride in announcing a wholesome profit. They believe—and rightly so—that a public announcement of respectable profit denotes

efficient operation and competent management.

When a company reports a decent profit, the public or the local community dependent upon that company or industry feels a sense of security. Nobody feels secure working for a company frequently in the red; no community feels secure when dependent upon such a company or group of companies. The workers with calibre, those seeking jobs with a future, naturally tend to by-pass industries or companies which consistently play, or claim to be, on the fringe of profitless operations.

### Decent Profits Healthy

No industry or company need fear a claim of a decent profit. What really should be feared and shunned is the failure to make a decent profit. The three-billion-dollar shoe and leather industry (retail sales) certainly is a major segment in the national economy. The best interests of an economy—materially or psychologically—are not served by a constant cry of depressed profits.

It is possible that the intelligence of the buyer is being under-estimated. He knows that he himself cannot exist if his sources of supply are financially weak, or if the profits of the supplier are so thin as to threaten continuation of business; or if the consistently low profits undermine morale by suggesting inefficient management.

When a man or an industry becomes fearful of success, then it suggests that they are not equipped for success. This is not true of the shoe and leather industry. It is only that sometimes its actions make it appear somewhat to the contrary.

**Reprints** at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1¼c each.

# Armstrong's Cushion Cork Foam

SELLS...



AND SELLS...



## AND SELLS AGAIN!

### *"Double-Action" Comfort does it!*

Shoes sell faster if they promise the customer real comfort. But for repeat sales, they've got to make good on that promise.

Insoles cushioned with Cushion Cork® Foam do just that. They not only promise soft comfort in the store—they actually deliver it underfoot. This relaxing comfort lasts, too, brings customers back again and again for more of the same.

The secret of Cushion Cork Foam is in its exclusive combination of foam and cork: foam for softness, cork for springy, lasting resilience. Try it. You'll be amazed at the cushion given by even half the usual thickness.

For working samples and full information, contact your Armstrong representative or write Armstrong Cork Company, Shoe Products Department, 6005 Drury Ave., Lancaster, Pa.



## ARMSTRONG'S CUSHION CORK FOAM





# Stylescope

## SHOE FASHION NEWS AND TRENDS

**Fluid motion can be interpreted into footwear.** Present day business world agog with ideas on fluidity, smoothness, sleekness. Fits into present scheme of streamlined living. Advertisements, rampant in newspapers, magazines, radio and TV, drive this theme home to great American public. Why not fluid shoes?

**Already, glove-soft leathers popular, being used in shoes for softness, lightweight.** Soft constructions have loomed into the picture. This could be beginning of fluid theme in shoes.

**This idea can also be interpreted into "sexy" footwear.** Most other items of women's clothing, for instance, play upon this theme—some bluntly, some more subtly. The idea here would be to prove shoes can be flowing, lithe—some, a part of wearing apparel which fits in with the over-all picture of fluidity—sleek, smooth motion.

**Truly glove-fitting shoes would be the answer.** This could conform to contours of the foot, giving feet new emphasis by showing them in motion, bringing out rippling effect of foot while in walking motion. This type of shoe would then be an integral part of the whole costume, not just an accessory. Feet and shoes would take on more meaning. Instead of shoes being relegated to the role of a necessary blunt covering at the end of a leg (top glamour and sex item), shoe would become a seductive covering to a continuation of leg glamour.

**This requires new thinking in shoemaking.** It requires a new approach to the art of making and fitting shoes. And it would require good promotion schemes to tell story to consumers. It's a relatively long-range project, but can be accomplished. Some spurtive attempts have been made along these lines. For instance, naked shoes, popular the last couple of seasons, have played up the glamour and sex theme. At-home styles are largely doing same thing, taking their cue from suggestive items such as bedroom mules, harem slippers.

**New markets for shoe manufacturers opening up.** Two mature groups, those 45 to 64 years old, and those 65 and over, have special needs, according to survey on aging population market made by New York Department of Commerce. These "aging" and "elderly" groups require necessities and services, rather than durable consumer

goods. One thing they want, which is lacking, is informal clothing styled for mature persons. Already shoe industry beginning to get hep to style and fashion items for older women, now there is need for casual type items, as well.

**Slender and patterned heels rising in fashion limelight.** Heels pencil-slim, especially in higher heights. These also shaped, with unusual breast curves, or squared off designs at back part. Many variations entering fashion picture to add new zip to coming styles. Heels on mid-heights becoming stronger in dressy styles. These, too, have unusual shaping.

**New idea gaining steadily is quarter extending down, forming heel covering.** This gives back part of shoe sleekness, smooth look. Many patterned ideas possible with this feature. Applique treatments, stitching ideas, etc. Sometimes, patterned treatments appearing on vamp of shoe are repeated on this type of heel, giving shoe an over-all coordinated effect—adding meaning to back part as well as front.

**Official footwear colors for Spring and Summer 1954 selected** earlier this week by committees representing tanners, shoe manufacturers and retailers meeting in joint sessions in New York. The Official Swatch Books of Tanners' Council of America, Inc., for Spring 1954 will contain an extremely wide range of leather colors, illustrating broad range of finishes and textures available in footwear leather. Color selections will be issued to trade in form of Official Color Swatch Books, as soon as these can be prepared.

**Thirty-four colors for women, five for children and 22 for men listed.** Many of these are new, or variations on last year's colors. New colors for women are: Sweetheart Blue, Sweetheart Pink, Gunmetal, a new light yellow to replace Buttercup, Panama, a new shade to replace Camel Beige, a new lighter version of Benedictine, Parakeet, Goldendale, Blue Jay and Copper Glow. New color for children is Brown Berry. New colors for men are Charcoal and a new tan to replace British Tan.

*Rosalie Margulies*





## **IN BACK OF THE NAME** ***5 Conveniently Located Plants***

When you call on Mears for wood heel blocks, you are assured of the craftsmanship you expect, whether supplied by our Massachusetts, Missouri, New Hampshire or Ohio factories. Each plant has the experience in personnel and the special equipment needed to meet to-

day's most exacting demands of production and styling. To be certain of an adequate and dependable supply of high quality wood heel blocks, we suggest that your requirements be made known at an early opportunity.

*America's Style Leaders  
in every price range count  
on Mears wood heel  
blocks for dependability  
of performance.*

### **FRED W. MEARS HEEL COMPANY, INC.**

**GENERAL OFFICES: 2 SOUTH BROADWAY, LAWRENCE, MASS.**

**Plants at Troy, Mo. • St. Louis, Mo. • So. Charleston, Ohio • Erving, Mass. • Conway, New Hampshire**

May 30, 1953

**LEATHER and SHOES**

# THE BOOK OF THE YEAR



## *The 31st Edition of* **LEATHER and SHOES** **BLUE BOOK** UNABRIDGED

**PART 1.** General index of listings; index to advertisements. ★

**PART 2.** The SHOE SECTION—contains listings of shoe manufacturers with information on each firm; branch offices; the SHOE BUYERS' INDEX, listing of manufacturers by KINDS of shoes made; Chain Stores, Department Stores, Mail Order Houses and Wholesalers. ★

**PART 3.** All firms who sell supplies, material and equipment used in SHOE-MAKING—arranged by PRODUCT. ★

**PART 4.** The LEATHER SECTION—Tanners listed with detailed information on each firm; branch offices; LEATHER BUYERS' INDEX—a list of Tanners by KINDS of leather tanned; Bottom Stock, Leather Wholesalers, Leather and Findings Dealers. ★

**PART 5.** All firms who sell supplies, material, equipment and machinery used in TANNING—arranged by PRODUCT. ★

**PART 6.** The LEATHER GOODS Section, 24 different listings of manufacturers of all types of leather goods. ★

**PART 7.** HIDES and SKINS Section—includes brokers, dealers, Importers, exporters and packers. ★

**PART 8.** Many pages of STATISTICS, Trade Associations, other helpful data. ★

*You'll find in the Blue Book*

## **INFORMATION YOU NEED EVERY DAY!**

OVER  
780  
PAGES

Here is a book worth its weight in gold—a vitally important and valuable reference guide. It is the most complete, accurate and comprehensive directory of its kind ever compiled in this field and it contains many exclusive lists and features unavailable anywhere else.

Included with a two-years' subscription to LEATHER AND SHOES at \$8 (Canada \$10; Foreign \$12).

## **LEATHER and SHOES**

THE MAGAZINE FOR EXECUTIVES

300 W. ADAMS STREET

CHICAGO 6, ILLINOIS

# WILL WE HAVE ENOUGH LEATHER FOR SHOE OUTPUT IN THE YEARS AHEAD?

*By 1960 we'll have 178 million people and an output of 575 million pairs of shoes. Total hide supply may be inadequate to meet needs. Thus a real challenge and problem is in the making.*

**A** THREATENING cloud is beginning to loom before the shoe industry. It's simply this: Is the leather supply going to be able to keep pace with the rapid expansion of the shoe industry over the years ahead? There are a number of disturbing signs—trends and possibilities—beginning to take shape. If some of these possibilities crystallize, the supply and prices of materials (leather specifically) could be seriously affected, with disturbing influence on shoes.

By 1960 the population will reach an estimated 178 million minimum.

By 1960, shoe production will reach an estimated 570 million pairs minimum (figured at an average per capita pairage of 3.2).

By 1960, total U. S. production of cattlehides from all sources is estimated at around 24,500,000—or approximately the same as at present due to an anticipated decline in the cattle slaughter cycle.

## Can Leather Keep Pace?

Hence, out of these estimates arises a major problem: (1) Will we have sufficient leather to supply this greatly expanded demand as a result of a minimum of 70,000,000 more pairs of shoes added to current production?

Under ordinary circumstances there would be no such problem. Traditionally, the leather industry has adjusted quite adequately to expansion of leather needs and expansion of shoe production. For example, we are today producing 100,000,000 more pairs of shoes than we were 15 years ago, and today there doesn't seem to be any serious shortage of leather.

So it seems on first glance. But deeper analysis points up some interesting facts. First, our shoe pro-

duction over the past 10 months has been running at an annual rate of about 520,000,000 pairs. On the basis of current population and normal shoe consumption this is fairly close to normal output (approximately 510 million pairs).

While there has been no actual leather shortage to meet this demand, only a narrow line has remained between adequate and slightly inadequate supply. This situation may be blamed in part to the high exports of domestic hides. But this "abnormal" situation may prove to be more and more "normal" in the years ahead, as we shall note shortly.

Consider, too, the increased use today of non-leather soles, welting, quarter linings, insoles, and upper materials. Suppose these materials had not been available—that the gap had to be filled by leather? Certainly we would now be in the throes of something resembling a real leather shortage with its serious influences on prices and shoe production.

Though the immediate future indicates a high cattle population with correspondingly high slaughter and hide supply, a decline is in the cards

as we approach 1960. A cattle population peak of about 99 million is expected in 1955-56. By 1959 it will fall to 92 million, and in 1960 to 90 million. (See Table 1.)

Thus, in 1960 we will have an estimated total cattlehide production of 24,500—approximately the same as in 1954. But in 1960 we will be making at least 70,000,000 additional pairs of shoes. Thus the challenging question: Will the same number of cattlehides for 1954 shoe production (a long-range guess of 515,000,000 pairs) be adequate to supply a 1960 pairage of at least 575,000,000 pairs?

We therefore face a disturbing situation: when shoe production will be at a very high level, hide supply, with the cycle on a down-curve, will be at a relatively low level.

And keep in mind that of the estimated 24,500,000 total cattlehide production expected for 1960, one million of these will be imports. With international conditions so volatile, and economic trade conditions so constantly in flux, how certain can we be of these million hides in imports in 1960?

(Concluded on Page 32)

**Table 1  
Outlook On Cattlehide Supply**

(000 head or hides)	U. S. Cattle Population January 1	Cattle Slaughter			Domestic Hides From Other Than Meat Slaughter	
		F.I.S.	Other	Total	Slaughter	Total
1954	97,000*	16,940	6,260	23,200*	1,000	24,200
1955	99,000*	17,725	6,525	24,250*	1,000	25,250
1956	99,000*	18,480	6,770	25,250*	1,000	26,250
1957	97,000*	18,500	7,700	25,200*	1,000	26,200
1958	94,500*	18,000	6,550	24,550*	1,000	25,550
1959	92,000	17,600	6,400	24,000	1,000	25,000
1960	90,000	17,300	6,200	23,500	1,000	24,500

\*Source: H. F. Breimyer, U. S. Agriculture Dept.



# SEWING METHODS WITH NEW THREADS

*New applications to speed and improve shoemaking*

By Curtis E. Bowne

Vice-President and General Manager  
Industrial Sales Division  
The American Thread Co.

When you change the physical characteristics of a thread, sewing machine adjustments must be made to accommodate these changes. For instance, in treating cotton and linen threads with Copper No. 8 Quinolinolate in order to make them mildew resistant, the character of the thread is changed so that it reacts somewhat differently to the thread-handling mechanism of the sewing machine. Tension adjustments must be made.

## Adjustments After Change

When we change over to synthetic threads, such as Nylon or Dacron, it will be necessary to make tension adjustments and in many cases retine the machines. When sewing boardy or very tough leathers, steps may have to be taken to prevent overheating of the needles in order not to deteriorate the synthetic threads.

Thread has two principal functions:

1. To hold the shoe together during the lifetime of the shoe.
2. To sew at the highest possible speeds consistent with the ability of the operator to handle the work.

There is a third function: to be purely decorative.

The shoe manufacturer should ask of himself: "Does the thread we now use, and do the seams as we now construct them fail during the normal life of the shoe?" If he finds he does have failure, he will ask himself, "What brings about this failure?"

Some of the more important reasons for seam failure are:

1. Abrasion;
2. Lengthwise strain on the seam;
3. Too few stitches per inch;
4. Deterioration due to acids;

Talk delivered before Brown Shoe Co. factory management personnel in St. Louis, May 27.

5. Attack by mildew;
6. Too weak a thread;
7. Wrong tension adjustment;
8. A combination of many things, such as poor skiving, improper patterns, and other details of shoemaking.

If failure is brought about by too few stitches, the number of stitches per inch may be increased and the strength of the seam increased proportionately. In other words, a 10 percent increase in the number of

(Continued on Page 30)

## COMPARISON OF COTTON AND NYLON THREADS ON A DIAMETER BASIS

Chart shows nearest approximate diameter of stretched and set nylon threads vs. closest approximate diameter of cotton threads. Figures shown are in inches.

Brand	Cotton Thread		Atco Nylon	Nylon Thread	
	Size	Diameter		Construction	Diameter
Kingston	10/5	.0252	CS-277	(210/4/3)	.0246
"	10/4	.0223	CS-208	(210/3/3)	.0205
"	10/3	.0190	CS-208	(210/3/3)	.0205
Intrinsic	12/4	.0164	CS-139	(210/2/3)	.0163
"	16/4	.0128	CS-99	(100/3/3)	.0120
" (Shoe Trade)	20/4	.0122	CS-99	(100/3/3)	.0120
" (Shoe Trade)	24/4	.0114	CS-69	(210/3)	.0111
"	30/4	.0091	CS-46	(70/2/3)	.0085
"	36/4	.0084	CS-46	(70/2/3)	.0085
"	40/4	.0080	CS-33	(100/3)	.0075
"	50/4	.0078	CS-33	(100/3)	.0075
"	60/4	.0074	CS-33	(100/3)	.0075

Stretched, set, and bonded threads would be slightly heavier than unbonded threads, and so-called monocord threads might appear to be slightly heavier than twisted bonded threads.

## COMPARATIVE CHART—PHYSICAL PROPERTIES

LEGEND: (1) Excellent (2) Good (3) Fair (4) Poor

	Cotton*	Dacron	Linen*	Nylon	Orlon	Silk
Tenacity	(3) low	(1) high	(2) med.	(1) high	(2) med.	(2) med.
Drying	(4) slow	(1) very fast	(4) slow	(2) fast	(1) very fast	(3) m. fast

### Resistance to:

Mildew	(4)	(1)	(4)	(1)	(1)	(3)
Chlorine	(2)	(3)	(2)	(4)	(1)	(4)
Abrasion	(3)	(2)	(3)	(1)	(4)	(2)
Ultra-Violet Ray	(3)	(2)	(3)	(4)	(1)	(2)
Heat	(2)	(3)	(2)	(3)	(4)	(2)
Acid	(4)	(3)	(4)	(4)	(1)	(3)
Alkali	(2)	(3)	(2)	(2)	(3)	(4)

\*May be processed Copper No. 8 Quinolinolate to effectively resist mildew.





**Still no official confirmation on completion of Brown-Regal deal** although both companies have admitted completion only a matter of ironing out small details. However, more phases of agreement come to light day by day.

**One of more important is continuation of operations at Regal plant in Whitman.** James F. Whitehead, Jr., Regal president, told LEATHER AND SHOES that Regal would not be sold unless plant will "definitely" continue. This is one of points that broke up earlier sale to General Shoe Corp.

**Fact is,** Mrs. John Daly, widow of former Regal president and currently holder of some 170,000 shares of 512,098 Regal shares outstanding, refused to sell her shares without assurance that plant would be maintained. Mrs. Daly will have no part of any deal that would throw present 800 Regal workers out of jobs.

**Thus Brown Shoe spokesmen now agree Regal will be kept as division with present personnel and workers retained.** Brown has even gone as far as assuring Mrs. Daly that the Whitman plant will eventually be expanded. In other words, a long-term expansion.

**Another interesting question remains unanswered:** what will General Shoe Corp. do with the 170,000 or more shares of Regal stock it now holds. Figure listed was General's holdings as of April 30, may be more now. On that date, some 51,100 shares were held by General's employees' retirement fund, remainder by the corporation. Presumably, General will sell this stock once Brown announces official control of Regal. If Brown already has control of Regal, situation has novel side in that one large shoe manufacturer owns stock in a competitor.

• •

**Japan, now most active importer of U. S. hides and skins, apparently looking for further suppliers.** Japanese have just announced new 12-months trade agreement with Pakistan whereby it will receive considerable amounts of hides and skins in addition to raw cotton, jute, seeds and other materials. Total value for year is 1,450,000 pounds. In turn, Japanese will sell Pakistan finished cotton, textiles, steel and other metals valued at 30,000,000 pounds.

**In Jan. 1953 alone,** Japan imported 85,751 wet cattlehides valued at \$1,006,728 from the U. S.; 19,698 wet calfskins valued at \$136,466; 61,784 wet kipskins valued at \$589,166—well ahead of any other importing country.

**During first quarter 1953,** U. S. exported total of 420,995 cattlehides valued at \$4,345,567. Broken down by months, this came to 151,416 hides valued at \$1,623,633 in Jan.; 130,294 hides valued at \$1,348,189 in Feb.; and 139,245 hides valued at \$1,373,745 in March.

**Calf and kipskin exports** by U. S. during first quarter 1953 totaled 309,842 skins carrying value of \$2,424,129. Sheep and lambskin exports totaled 145,610 during the three months with a value of \$294,459. Japan took most of these.

**Now comes Office of International Trade** with report that wet cattlehides and kipskins and cattlehide parts licensed to date for export in second quarter 1953 will be lower than in first quarter. However, quantities of wet calfskins licensed will probably exceed number in first quarter.

**Actually,** drop in cattlehides licensed to May 15 amounts to 50% below first quarter. Decline in wet calfskins less severe to date. Wet kipskins well over 50% less than in previous quarter.

**In first three months,** Japan purchased 226,594 cattlehides (Canada next with 116,464 hides); 39,890 calfskins against 32,460 for Italy and 27,899 for Canada; and 169,363 kipskins against next highest of 10,337 for Belgium and Luxembourg. Apparently, Japan will continue to be biggest importer of U. S. rawstock for months to come.

• •

**Chinese Reds reported disturbed over death of 54,000 pigs and consequent loss of \$1 million and much valuable leather.** This is gist of report by Hong Kong correspondent for *The Chinese World* of San Francisco. Reds claim East China Native Product Co. bought many more pigs than it could handle in attempt to put them on market. Result was fully 12% of all animals purchased died because of inadequate facilities.

# 5-MONTH SHOE OUTPUT NEAR RECORD

## COUNCIL CITES DANGER OF OVERPRODUCTION

### *Now Running Far Ahead Of Consumption*

Shoe production for the first five months of 1953 will total approximately 226,363,000 pairs, fully 14.1 million pairs or 6.6 percent above the 212,373,000 pairs produced in the same period last year, the Tanners' Council estimated this week.

The Council based its figures upon an April production of 44.5 million pairs, a seasonal decline from the March peak but still 3.3 percent over April 1952. Total four-months' output is placed at 183,363,000 pairs, almost 13 million pairs over the 170,873,000 pairs reported in the first four months of 1952.

May production is estimated at 43 million pairs, 3.8 percent more than the 41.5 million pairs reported in May a year ago.

If the Council's preliminary estimates hold, the five-month output for this year would prove a near record for the period, exceeded only in 1946. In addition, it would indicate an annual production rate of 528 million pairs, some 20 million pairs above last year's total output.

Although the Council does not state flatly that the industry has overproduced, it points out that per capita consumption in the past year or two has been running at a rate of 3.16 pairs. To equal the rate of production during the first five months of 1953, consumers would have to absorb 3.30 pairs per capita per year.

"There is no evidence to indicate whether or not a change in consumption rate of that size is taking place this year," the Council states.

"If the per capita average does not change this year, then the total consumption of footwear in the United States in 1953 would come to a total of 506 million pairs for the year (160 million consumers multiplied by 3.16 pairs).

## **Merrill Watson Ends 6-City Tour**

Merrill A. Watson, executive vice president of the National Shoe Manufacturers Association, this week completed an association-sponsored "tour" of six major shoe manufacturing centers.

Watson attended regional meetings with NSMA members at Harrisburg, Pa.; Cincinnati, O.; St. Louis, Mo.; Milwaukee, Wis.; New York and Boston. Purpose of the meetings was to have Watson, only recently elected to his new post, meet association members in person. At the same time, Watson presided over open-forum sessions at which NSMA policies and plans were discussed.

## **CARSON LEAVES SELBY FOR OHIO COLLEGE POST**

News that Gordon B. Carson, prominent shoe technician, has resigned as secretary of Selby Shoe Co. of Portsmouth, O., to accept the post of Dean of the Engineering College at Ohio State University was confirmed this week by Mr. Carson.

Carson, who takes over his new post on July 1, will also serve as director of Ohio State's Engineering Experiment Station. He served as Selby's first manager of engineering and has already patented two shoe machines. Two other patents are pending.

Carson joined the Selby staff over eight years ago and was elected secretary in 1949. He is in charge of sales and administration of government contracts and member of a three-man management operating committee. During the past war, he taught time and motion study at Ohio University, methods engineering at Case Institute of Technology and the U. S. Army ordnance inspectors' training program, also at Case.

## **Potash May Seek Leather Union Re-Election**

Members of International Fur and Leather Workers Union may soon get a chance to vote for or against an officer of theirs who is now serving a jail sentence on a charge of conspiracy to overthrow the U. S. Government.

Irving Potash, manager of the Furriers Joint Council and a vice president of the International Union, who has spent the past two years in Leavenworth prison for having violated the Smith Act, has been nominated for re-election in balloting next month.

Potash was nominated by Joseph Winogradsky, acting manager since the former's imprisonment, at a recent meeting in New York.

## **JONES SEES 1954 AS YEAR OF CHALLENGE**

### *Men's Shoe Market On Verge Of Expansion*

The men's branch of the shoe industry may be on the threshold of a promising new sales era, according to Charles Jones, Jr., president of the National Shoe Manufacturers Association and member of the National Shoe Fair Committee.

Jones reported that men's civilian pairage in 1952 was about 7 million ahead of 1951. All current signs point to a maintenance of this figure for 1953, he added.

"However, our eye is set on 1954—the year of the big challenge. The National Shoe Fair is going to be the springboard for a lot of fresh ideas in men's shoes—dynamic ideas that may well open a new sales era. Note in recent seasons the gradual but gratifying break from conventional men's shoes. Note the expanding reception to mesh types, to slippers, to the colorful casuals, to tassel ties."

Jones sees this as a highly significant "trend" in men's footwear buying habits. "This obviously denotes that the male, when it comes to shoes, is breaking out of the shell of conservatism. An increasing demand for greater variety in patterns, materials, even in basic types, seems certain. And with it an enlarging market."

Jones feels this same trend occurred virtually overnight in women's shoes in about 1935, shot per capita consumption up from 3 pairs to more than 3½, working up to a total pairage boost of 100,000,000 pairs annually. A similar abrupt and spectacular change took place in 1944 in misses' and children's shoes, resulting in an increased per capita consumption of 1½ pairs.

## **Interest High In Donovan Memorial Tournament**

More than 100 New England shoe and allied trade firms have already signed up as sponsors of the Frank G. Donovan Memorial Golf Tournament. The Tournament will be held Tuesday, June 9, at the Wollaston Country Club in Wollaston, Mass.

Chairman Francis Shea reports that high interest shown to date is a tribute to the memory of the man who gave so much of his time and effort to further the development of the Boston Boot and Shoe Club.

## INDUSTRY PROBLEMS AT FORE AS HIDE GROUPS MEET

Another industry first was chalked up this week as members of the National Hide Association and the National Association of Importers and Exporters of Hides and Skins met Monday, May 25, in the Hotel New Yorker, New City, for the initial joint meeting of the two groups.

More than 100 foreign and domestic hidemen attended a panel discussion, listened to various guest speakers and later got together for a dinner meeting.

Next followed a panel discussion around the general topic: "How to Reduce Rising Costs of Operation in the Hide Industry." Serving on the panel of experts were Paul Simons, president of the Boston Hide & Skin Brokers' Association; Merle A. Delph, treasurer of NHA; and Abe Sklut, member of the NHA from Brooklyn. Abe Drasin, president of NHA, served as moderator.

### Five Points Discussed

Among the points discussed were:

1) The possibility of group buying as a means of cutting down on rising costs; 2) The introduction of new labor-saving machinery wherever possible; 3) Better shipments of hides; 4) A concentrated program to let tanners know of hideman's problems, also a program to convince the tanner that the hideman is important to the entire leather industry; 5) Careful standardization of hide salting and other processes.

First of two speakers at the joint afternoon session was John Andresen of John Andresen & Co., Inc., New York, who discussed the hide and skin business in this country prior to World War I.

The Far East which, he said, used to be one of the most important sources of hides and skins, today furnishes very few shipments. Today, Mr. Andresen asserted, only few members of the industry know how to deal with the complications brought about by currency restrictions.

Second speaker was James E. Baum, deputy manager of the American Bankers' Association, who briefly told about the ABA, his own activity as head of the association's criminal division.

At the dinner session, featured speaker was Milton Katzenberg, vice president of the Hide Trade Group, New York Commodity Exchange, Inc. Katzenberg discussed in detail trading in hide futures contracts since

the new contract went into effect in March 1952. He said that this contract which has a much broader base of deliverable grades has already shown that it attracts deliveries in a wide range of different grades and classes.

Katzenberg discussed hedging and squeezes that might be attempted at the CE. To prevent squeezes, he told the audience, the CE has a control committee whose duty it is to observe the action on the hide futures market.

Before the dinner meeting was adjourned, Mr. Roscoe Manley, Howard Dietrich & Son, made the NHA's presentation of three distinguished

service certificates. They went to Edward J. Price, Chicago; Paul Simons, Boston; and Carl Shaifer, New York.

Edgar S. Orr, president of the Edgar S. Kiefer Tanning Co., Grand Rapids, Michigan, was winner of this year's Medal of Merit for the "greatest good" to the hide and leather industry. Orr will be the keynote speaker at the NHA's Texas Convention where the award is to be made.

Orr and his company were singled out for the association's honor because "of the many new uses found for leather." The Kiefer tannery is now producing leather tiles for walls, ceilings and floors, leather bedspreads and leather drapes which were introduced for the first time this year. Kiefer also makes leather for insoles, garments and for the baseball trade.



Top: at speakers' table during joint meeting and dinner of National Hide Association and National Association of Importers and Exporters of Hides and Skins, standing, left to right, Abe Drasin, president NHA; Ben Seidel, Ben W. Seidel Co., Boston; Mrs. Seidel; Charles F. Becking, NHA secretary; and Roscoe Manley, Howard Dietrich & Son. Seated, Charles McCarthy, Deccan Trading Co., Ltd., president of importers' group; Carl Shaifer, John Andresen & Co.; Milton Katzenberg, Jacob Stern & Son; Merle A. Delph, M. A. Delph Co.; and Fred Rulison, Fred A. Rulison & Sons, president Fulton County Tanners Association.

Bottom: Roscoe Manley, left, presented NHA distinguished service awards to Edward J. Price, chief of the Hide Bureau of the Commodity Exchange; Carl Shaifer; and Paul Simon, president, Simons Hide & Skin Corp., Boston. Price was honored for his work in quality hide production; Simons for work during period of price controls and efforts to improve small packer take-off and delivery; and Shaifer for efforts toward bringing about closer relationship between domestic and foreign hide interests.



## 350 BROWN SHOE FACTORY MANAGEMENT EXECUTIVES





## CELEBRATE COMPANY'S DIAMOND JUBILEE IN ST. LOUIS



### Above

Head table principals. Top, left to right, are: R. E. Higgins, Supt. Welt Div.; R. H. Axline, Supt. Women's Div.; M. E. Shomaker, Vice-Pres. in charge of Mfg.; Robert G. Stolz, Adv. Mgr.; Clark R. Gamble, Pres.; H. F. Willhite, Chairman and Legal Counsel; E. R. McCarthy, Vice-Chairman of Board of Directors; F. J. Cornwell, Mgr., Brown Franchise Div.; Milton Frank, Vice-Pres. Bottom, left to right, are: M. E. Shomaker; A. C. Fleener, Vice-Pres. in charge of sales; H. F. Willhite; A. C. Bushart, Supt. Southern Div.; Hugh Winfrey, Sales Mgr., Buster Brown Div.; Robert Dowling, Air Step Div.; W. L. Bruns, Sales Mgr., Roblee Div.; J. L. Stone, Sales Mgr., Robin Hood Div.; A. P. Mueller, Sales Mgr., Mound City Div.

### Opposite Page

Top panel. Left to right, are: Norman Wentworth, Mgr., St. Louis branch, USMC; M. E. Shomaker; Joseph Harrington, Asst. Director of Research, USMC; L. J. Allen, Director of Supervisory Training; W. J. Minier, Purchasing Director; H. W. Astroth, Credit Mgr.; L. H. Lindsey, Treas.; A. Branson, Mgr., Sole and Heel Div.; Ted Volenetz, charge of New Shoe Development; J. D. Winfrey, Mgr. of Tanneries.

Center Panel. Top picture shows one of the Shoemaking Workshops conducted during the Executive Conference held by the Manufacturing Division. Bottom picture, Sales Div. meetings were held at the Conference with the sales manager of each division in charge.

Bottom panel. Top left picture, left to right, are: Garland L. May, Cutting Room Supervisor; Dillard Hill, Mattoon plant; Jack Elert, Asst. Super., upper leather dept.; Adolph Schubert, pres., B. D. Eisendrath Tanning Co.; Ralph Ewe, Vice-Pres., The Ohio Leather Co.; Al Fronkiewicz, Supt. upper leather dept.; H. F. Rodegast, Cutting Room Supervisor. Bottom left, left to right, are: H. J. Lauxman, St. Louis office American Thread Co.; W. J. Fluegel, St. Louis office American Thread Co.; L. J. Allen, Dr. Gilbert Wrenn, Prof. of Personnel Psychology, University of Minnesota; H. B. Sitton, Supt., Union City, Tenn., plant; Norman Wentworth, Mgr., St. Louis branch, USMC; John Davine, St. Louis branch, Compo Shoe Mch. Corp.; J. L. Crump, St. Louis branch, Singer Sewing Machine Co. Right, the four women who were in attendance at the conference. They are, left to right: Lillie Genevise, Agnes King, Della Monney, Kathryn Kretz.

## INDUSTRY TRENDS HIGHLIGHTED AT BROWN SHOE CONFERENCE

More than 300 supervisory employees from Brown Shoe Co.'s manufacturing plants met with another 100 top company officials and various industry experts May 22-23 at the Chase and Park Hotels in St. Louis in what amounted to perhaps the first company-sponsored industry conference of its kind.

Purpose of the general meeting was to bring the company's many supervisory employees up to date on the very latest trends and developments within the shoe industry, discuss specialized manufacturing problems, and finally, help set up a closer relationship between Brown's sales and manufacturing branches.

The conference was the first at which all of Brown's various manufacturing units were assembled at a single meeting. It was marked by a series of Shoemaking Workshops at which factory departmental supervisors from Brown plants met to discuss various technical problems within their own departments.

Following is a listing of the various meetings and speakers:

The Administrative Group met under the direction of A. N. Paule, of the Mattoon, Ill., plant and H. B. Sitton, superintendent of the Union City, Tenn., factory. Guest speakers: G. R. Myers, manager of the Pattern Department; and Dr. Gilbert Wrenn, University of Minnesota.

Cutting Room meetings were held under the direction of Dillard Hill of Mattoon, and Garland May of the Sullivan, Ill., plant. Guest speakers: Adolph Schubert, president, B. D. Eisendrath Tanning Co., Racine, Wis., and Ralph Ewe, vice-president, The Ohio Leather Company, Girard, Ohio.

Kimble Bolen, of Murphysboro, Ill., factory and H. E. Logsdon, of the Litchfield, Ill., plant were chairmen of the Fitting Room meetings. Curtis E. Bowne, general manager, Industrial Sales Division, The American Thread Company, New York; H. Wedemeyer, sales manager, Singer Sewing Machine Company, New York; G. R. Myers, manager, Pattern Dept., and John Roach, United Shoe Machinery Corp., St. Louis, were guest speakers.

Stockfitting and Bottoming (Cement Shoes) sessions were held under guidance of Jess Piper of Murphysboro and Harlan Perry of Festus, Mo., factory. Lee Blyler, Chemical Dept., Compo Shoe Machinery Corp., Boston; James O'Brien, general shoemaking, Compo Shoe Machinery Corp., Boston; John Kamp, United Shoe Machinery Corp., St. Louis, and Fred Melea, New Development, Compo Shoe Machinery Corp., assisted.

Stockfitting and Bottoming (Welts and Stitchdowns) groups met under chairmanship of Lester Cleeton, of Moberly, Mo., plant and E. L. Koch, of Brookfield, Mo., factory. Guest speakers: Jim Frederickson, Good-year field technician, United Shoe Machinery Corp., Boston; Nelson Crank, United Shoe Machinery Corp., St. Louis, and Curtis E. Bowne.

Lasting (Cement Shoes) meetings conducted by Carl Tucker, of Salem, Ill., plant and Robert Tabb, of Festus. Talks by A. G. Sims, assistant district manager, United Shoe Machinery Corp., St. Louis; Ray Jobe, superintendent of the Sole and Heel Division, Brown Shoe Co., and A. L.

(Continued on Next Page)

Lippies, assistant general superintendent, Women's Division, Brown Shoe Co.

Noble Ellis, Moberly, Mo., and Pike Sims, of the Dyer, Tenn., plant were chairmen of the meetings on Lasting (Welts and Stitchdowns). Assisting were Ed Huhn, manager of Cape Girardeau, Mo., Sub-Office, United Shoe Machinery Corp., and A. G. Sims.

Finishing (Cement Shoes) group discussions were held with N. F. Whitesides, of Sullivan, Ill., factory and Carl Parker of Salem, presiding as chairmen. Fred Mass, B and B Chemical Company, Milwaukee, Wis., and William Payne, United Shoe Machinery Corp., St. Louis, were guest speakers.

Discussions on Finishing and Heeling for Welts and Stitchdowns held with F. L. Freed, of Pittsfield, Ill., plant and Lawrence Klein of Moberly factory as chairmen. Earl Wilson, manager of Batesville, Arkansas, Sub-Office, United Shoe Machinery Corp., and O. O. Weber, manager of Brown's Chemical Department, were speakers.

Morning sessions on Packing were divided with the group on Women's, Misses' and Children's Cement Shoes led by Charles Glasser of Murphysboro. O. O. Weber was guest speaker. Packing for Welts and Stitchdowns was conducted by E. L. Frey, of Litchfield. George Guignon, K. J. Quinn and Company, St. Louis, also spoke.

In the afternoon a combined meeting for all packing departments was held under the chairmanship of Roy

Draime, Vincennes, Indiana, factory. Adolph Schubert and George Guignon were guest speakers.

The Engineers met under the direction of Virgil Hart, Pocahontas, Ark., plant; Hubert Vogt, of Union City, Tenn., factory and H. M. Patton, Jr. Guest speakers: Robert J. K. Mensing, lubrication engineer, Socony-Vacuum Oil Co., St. Louis, and R. W. Leutzing, St. Louis District Standards Engineer. Al Hudson, of Selmer, Tenn., V factory and Louis Abeln, Charleston, Ill., plant, were chairmen.

Luncheon in the Starlight Roof of the Chase Hotel was given by the Sales Divisions in honor of the Manufacturing Division Executive Conference. M. E. Shomaker presided as Chairman with A. C. Fleener, vice president in charge of sales, presenting the general sales picture to the group. "The Future in Shoe Machinery Development" was given by Joseph Harrington, Assistant Director of Research, United Shoe Machinery Corp. A surprise speaker was Enos Slaughter, right fielder for the St. Louis Cardinals baseball club.

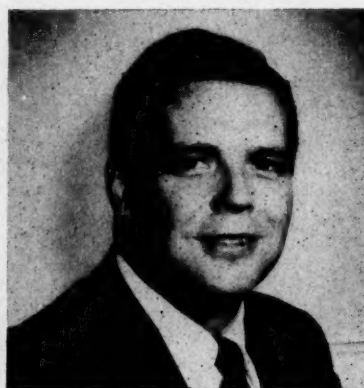
#### Managers' Meetings

Immediately following the luncheon the sales managers of the various divisions held meetings with the personnel from their factories. Presiding were Hugh Winfrey, Buster Brown; C. G. Fliegner, assisted by Robert Dowling, Air Step; Jerry Potashnick, Life Stride; W. L. Bruns, Roblee; W. J. Johnson, United Mens; J. L. Stone, Robin Hood; T. F. Schroth, Westport; Henry Solar, Capitol, and A. P. Mueller, Mound City.

Brown Shoe Company's 75th Jubilee Banquet was held Friday, May 22, in the Starlight Roof of the Chase Hotel with H. F. Willhite, legal counsel for the company, as chairman. Speakers were Clark R. Gamble, president of Brown; E. R. McCarthy, vice chairman of the board of directors; Robert G. Stolz, advertising manager, and Frank J. Cornwell, manager, Brown Franchise Division.

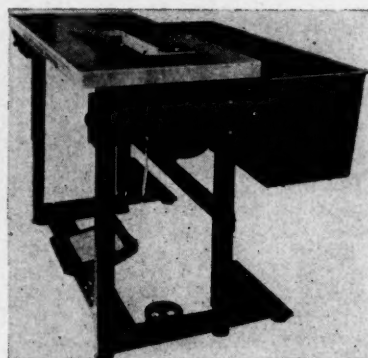
On Saturday morning the entire group was taken on a tour of inspection of the company's new office building located at 8300 Maryland Avenue, Clayton, Mo. L. J. Allen presided at the closing session held in the auditorium of the new building. "Better Use of Visual Training" was presented by R. C. Gerhardt, and "How to Live With Yourself" was the subject of the final talk by Dr. Gilbert Wrenn. M. E. Shomaker closed the conference.

#### Newly-Promoted



Robert B. Blackler, Jr., who has been elected vice president of Wright-Batchelder Corp., Boston manufacturer of Dryseal welting. Blackler joined the firm in 1950 and has contributed largely to the rapid development of its Dryseal welting. He will continue to direct sales and promotional policies.

#### New Steel Trough



This new individual steel trough by the American Safety Table Co., Inc., of Reading, Pa., can be mounted and removed without disturbing the table top. Conversely, the table top can be removed or changed without disturbing the trough. Known as style IT48, the trough offers easy switching by means of mounting brackets which utilize holes provided in Amco table legs, thus eliminating the necessity for drilling holes and assuring fast simple attachment.

• International Shoe Machine Corp. of Cambridge, Mass., has moved its St. Louis offices to larger quarters at 2619 Olive St. The new offices provide space for display of equipment and facilities for storage and shipment of machinery, parts and merchandise. The company has also added two new men to its St. Louis office. Victor Santilli is manager.



**WINDRAM**  
*Quality*

**COMBINING — ELASTICIZING  
PLASTICS  
BACKING CLOTH**

**WINDRAM  
MANUFACTURING COMPANY**  
Established 1867  
3 Dorchester St., So. Boston, Mass.



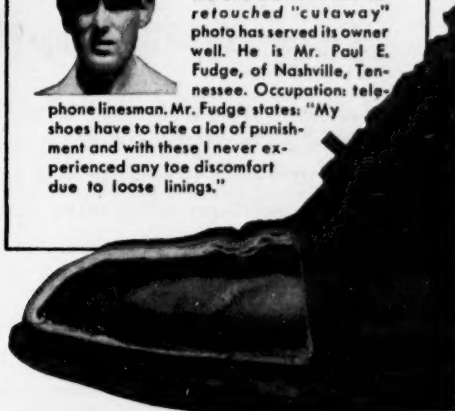
## It's a Rugged Job BUT "CELASTIC" BOX TOES ASSURE TOE COMFORT

The wearer may not know his box toes are "Celastic" nor even that he has box toes in his shoes, but he does recognize toe comfort and pleasant toe freedom without wrinkled toe linings.

"Celastic" is designed not only for rough usage, but for every day comfort in shoes of many styles... men's, women's and children's. "Celastic" duplicates the contours of the toe of the last and forms a structural shape over the toes. Because of this "Celastic" is a measure of *quality protection* for the designer and manufacturer... a feature that builds customer loyalty for the retailer. It assures proper preservation of toe style and toe comfort, in play shoes, in street shoes... and in work shoes.



Like all Celastic Box Toes, the one shown in this un-retouched "cutaway" photo has served its owner well. He is Mr. Paul E. Fudge, of Nashville, Tennessee. Occupation: telephone linesman. Mr. Fudge states: "My shoes have to take a lot of punishment and with these I never experienced any toe discomfort due to loose linings."



\*Celastic is a registered trademark of the Celastic Corp.

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS



## HIDE EXPORTS DECLINE IN SECOND QUARTER

### *But Calfskin Shipments Are Gaining*

The number of wet cattle hides, wet kip skins and cattle hide parts licensed thus far in the second quarter indicates that the total for the quarter will be lower than for the first quarter, the Office of International Trade, U. S. Department of Commerce, reports. However, quantities of wet calf skins licensed may be larger than in the first quarter if the present rate of licensing of this item continues.

April 1 to May 15, wet cattle hides licensed for export totaled 157,949 compared to 338,156 in the entire first quarter; wet calf skins, 54,390 compared to 89,330 in the first quarter; wet kip skins, 63,669 compared with 156,210 in the first quarter; and cattle hide parts, 1,576,433 pounds compared with 4,122,046 in the first quarter. These figures do not include Canada, as exports to that destination do not require an individual validated license.

A preliminary tabulation by the Bureau of Census shows that actual exports of wet bovine hides and skins

from the U. S. during the first quarter (excluding Canada) totaled 303,230 cattle hides, 84,704 calf skins and 193,521 kip skins. In the fourth quarter, exports (except to Canada) amounted to 309,493 cattle hides, 72,909 calf skins, and 161,288 kip skins. Japan continued to be the major foreign market for U. S. hides and skins in the first quarter of 1953.

U. S. imports of calf and kip skins during the first quarter were substantially larger than in the corresponding quarter of 1952. Imports of cattle hides, on the other hand, were much lower. Domestic supply of cattle hides was larger in relation to demand than was the supply of calf and kip skins.

### *International Buys More Florsheim Stock*

International Shoe Co. reports it has increased its holdings of Class A shares of Florsheim Shoe Co. stock to 97 percent from the 93 percent it originally purchased when it acquired control of Florsheim in March.

International also holds 100 percent of the 559,400 shares of Florsheim Class B stock.

## MILITARY BIDS AND AWARDS

### *Tan Oxfords*

**June 1, 1953**—TAP-30-352-53-712—1) 51,552 prs. shoe, low quarter tan, mildew-resistant, regular tariff sizes; 2) 16,392 prs. of the same, supplemental tariff sizes; FOB origin; 100% overseas pack; delivery 1) 15,000 prs. each during September and October, the balance during November. 2) 50% ea. during September and October. Opening, New York, 1 p.m.; this procurement for the U. S. Army.

### *Women's Oxfords*

**June 9, 1953**—TAP-30-352-53-727—11,762 prs. shoes, dress, woman's oxford, leather, black upper, plain toe, leather sole, built-up leather heel with rubber lift 1½" high, laced at the instep; delivery complete by October 31, 1953; FOB origin; opening, New York, 10 a.m.; this procurement for the U. S. Air Force.

## Type DHL Taping Machine

It tapes straight, smooth heel seams without pin wrinkles or distortions of the original pattern lines. The unique pressing principle not only produces better seam pressing and tape adherence but speeds up and smooths out the operation.

Extreme thicknesses and varying thicknesses of stock are handled by means of a quick, easy, yet positive adjustment not requiring the use of tools of any kind. Its self-adjusting features take care of a wide variety of styles without danger of seam strains under the most severe conditions.

The Boston Machine Works Company have a machine and a tape for every tape operation in shoe construction.



**BOSTON MACHINE WORKS CO.**  
LYNN MASS. U.S.A. C.

#### BRANCH OFFICES:

Dallas, Texas    Whitman, Mass.    Columbus, Ohio    Chicago, Ill.    Kitchener, Ont.    Woodridge, N. J.  
Johnson City, N. Y.    Cincinnati, Ohio    Milwaukee, Wis.    St. Louis, Mo.    Los Angeles, Cal.



# LEATHER BUSINESS STILL MODERATE WITH PRICES HOLDING FIRM

*Tanners Report Steady Bookings Despite  
Continued Resistance*

## NEW YORK

**Upper Leather:** The last two weeks or so have been slow on new business as most shoe factories seem to have bought up their requirements and are not awaiting for shoe orders to come in for the next season. The trade is in-between seasons and a period of questions is the usual thing at this time of the year.

Leather prices very firm in most tanneries with large spread elk usually quoted 44-46c and down for 4½ to 5 ounce leather depending on tannage, etc. However, actual trading recently seems to be in the range of 42-45c and down on this type of skin. Combination leather firm; large spreads 48c and down and some up to 50c and down. Glove tannages getting most demand and smooth leather doing quite well considering that this time of the season is usually suede, suede and suede.

Patent leather doing well for export and juvenile shoes. However, some tanners say that they find a good demand for gun metal patent leather for women's shoes. Prices on large spread patent running 44c and down.

**Sole Leather:** Sole leather business slow at the moment but prices

continue quite firm. In bends 10 iron and up are selling at 54c while 9 to 10 iron bends sell from 58c to 60c for tannery run depending on tanner, etc. On the same basis middle weights are 64-68c and lights 70-74c.

Bellies continue the firmest of the offal market with 28c to 30c being obtained for cow and steer bellies depending on the tannage, etc. Double rough shoulders are 54c-46c on tannery run with men's waist belt runs up to 59c. Single shoulders in a better position as tanners seem to have gotten rid of their surplus of this cut of sole leather.

## BOSTON

### Sole Leather:

Sole leather tanners in Boston report a moderate amount of bookings in past 10 days despite continued price resistance from buyers. Inner-sole business is bad but bends find sales from manufacturers who need leather now. Tanners expect more business to develop in coming weeks.

Meantime, prices hold at recent levels. The tannery run 10 iron and up bends are listed at 57-56c and below; 9/10 irons listed at 60c and down but do better at 58c. The 8/9 irons bring 65c and below. Light

## Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1952 HIGH
CALF (Men's HM)	85-1.15	80-1.10	75-98	85-1.10
CALF (Women's)	75-99	70-92	60-85	80-1.03
CALF SUEDE	75-1.10	70-95	60-85	85-1.10
KID (Black Glazed)	75-90	75-90	70-90	75-90
KID SUEDE	80-96	80-96	70-92	80-96
PATENT (Extreme)	54-59	56-62	55-80	56-60
SHEEP (Russet Linings)	18-32	18-32	18-28	18-32
KIPS (Combination)	58-62	56-60	50-54	56-60
EXTREMES (Combination)	52-56	51-54	48-52	54-56
WORK ELK (Corrected)	38-42	38-42	36-40	38-46
SOLE (Light Bends)	68-72	65-68	62-65	68-72
BELLIES	27-29	26-28	25-26	26-27
SHOULDERS (Dble. Rgh.)	52-56	50-53	43-50	50-55
SPLITS (Lt. Suede)	33-39	33-39	36-38	35-39
SPLITS (Finished Linings)	18-22	18-22	15-20	24-26
SPLITS (Gussets)	13-15	13-15	18-22	18-20
WELTING (½ x ¼)	8	8	12½	8
LIGHT NATIVE COWS	20	19-19½	18-18½	20

All prices quoted are the range on best selection of standard tannages using quality rawstock.



## OOZE SPLITS

☆

... for shoe linings and non-slips

*Armour Leather Co.*

CHICAGO · BOSTON · NEW YORK

## MOCCASIN COWHIDE

*at its colorful best*

Fashionably Soft for comfort. Most Adaptable to laced moccasins and casuals . . . finest full grain you've ever seen!

SHOE SPLITS: Grain finished for mellow chrome uppers . . . Retan for soles . . .

GLOVE SPLITS: Complete price range . . . Quality always uniformly high.

Write for swatches today!

**LOS ANGELES  
TANNING CO.**

4101 Whiteside Street  
Los Angeles 63, California

# BLACK HAWK SPLITS

In All Colors  
FOR  
WELDERS' EQUIPMENT  
SHOE GUSSETS  
WORK GLOVES  
SLIPPERS



**BLACKHAWK  
TANNERS**  
2171 S. FIRST ST.  
MILWAUKEE 7, WISCONSIN

THE OHIO LEATHER CO.

**LUXOR**

*Calfcolors*

**BLACK JETTA CALF  
WASHETTE**  
White and Colors

- OHIO LEATHER CORP. Boston
- 87 South St.
- THE OHIO LEATHER CO., INC. New York City
- 2 Park Ave.
- ARTHUR S. PATTON LEATHER CO. St. Louis
- 1682 Locust St.
- LIEBMAN-CUMMING San Francisco
- 718 Mission St.
- (Pacific Coast and Orient)
- EDGAR A. HERTZ
- One Chesterfield St.
- Mayfair, London W.1, England
- (Export Director)

Tannery and General Offices  
**GIRARD, OHIO**

bends still listed at 72c and below but 70c is more wanted level.

## Sole Offal Mixed

No change in sole leather offal this week, report Boston tanners and dealers. Sales are still considerably slower than two weeks ago but tanners say a good deal of leather was sold last month and early this month. Best interest still confined to immediate needs.

Cow bellies listed at 28c for wanted descriptions; very little heard at 29c. Steer bellies on same basis at 27c and 28c. Single shoulders only fair at 37-42c for lights, 32-37c for mediums. Not much doing in heads; prices still 18, 17, 16c. Few if any fore shanks around. Hind shanks slow at 22-20c.

## Calf Marks Time

Calf leather bookings continue at slow pace in Boston. Tanners cite current prices and consequent buyer resistance as reason for the slow-down. As is usually the case in high calf leather market, many former calf users in cheaper grades are turning to kip. Tanners, however, feel buyers must place their orders soon.

Men's weight smooth calf still listed at \$1.20 and below for top grades. Better interest at 99c and down. Women's weight smooth calf slow at \$1.00 and below; some interest at 92c and below. Suede does little above \$1.00 although black listed to \$1.05, colors to \$1.10.

## Sheep Same

Sheep leather situation about the same this week, say Boston tanners. Bookings still come in at fairly steady pace while they are small. Tanners, of course, find it almost impossible to get good pickle skins, even at a price, have no leeway on leather prices. Price resistance has many worried.

Hat sweats moving at 30, 28, 26c. Russet linings bring 22-21c in best volume. Boot linings 26c and below. Colored vegetable linings 27-25c for staples; high colors up to 28c. Chrome linings fair at 30c and below. Garment suede doing very well at 36-35c and down for better volume. There is some business in garment grains with 30c and down most wanted grades.

## Side Fair

Boston side upper tanners report a fairly good volume of leather sold in past two weeks. Many are even surprised at the volume at this time. Most of the bookings are into Aug. and later since tanners are sold-up

through July and most of Aug. Kip finds more and more interest from shoe manufacturers forced out of calf market. Results is some new price advances.

Combination-tanned extremes bring 56-55c and below for HM weights. Large spread elk 48c and below for HM's. Vegetable-tanned extremes 56c and below. Work shoe retan 44-40c and down. Work elk 42-38c and below.

Combination-tanned kip sides strong at 62c and down for HM's. Full-grain vegetable kip sides 73c and down.

## Splits Hold

Some business in Boston splits market at same prices. Tanners report heavy amount of price resistance on certain selections.

Lightweight suede splits move best at 39c and down for black. Men's weight suede splits do best at 44c and below; some tanners ask more. Linings not too active at 22-17c. Gussets same at 15c and below.

Flexible innersole splits 28-23c for lights; 37-32c for heavies. HM's at 30-25c. Naturals bring 25-20c for M weights. H weights still at 36-29c.

## Work Glove Stronger

A stronger undertone has developed in market for work glove leather.

Reliable sources state that the market for work glove splits of LM weight has been established at 16c for No. 1 grade, 15c for No. 2 grade and 14c for No. 3 grade. M weight alone has brought 17c for No. 1 grade, 16c for No. 2 grade and 15c for No. 3 grade.

## Bag, Case & Strap Firmer

Stronger undertone to the market for bag, case and strap leathers. Demand has held up fairly well and after booking some additional business at lately prevailing prices, some sellers have been inclined to try for more money by 1c to 2c. Last reported sales of case leather at 41c for 2-2½ ounce and up to 44-45c for 3-3½ ounce.

Russet strap leather, Grade A, has fairly steady call around 51c for 4/5 ounce but up to 53c now listed in some quarters. The 5/6 ounce listed up to 55c, 6/7 ounce at 57c, 7/8 ounce at 59c, 8/9 ounce at 61c, 9/10 ounce 64c and 10/11 ounce at 67c.

## Garment Good

Still an excellent demand for garment sheepskins and both suede and grain finishes have been moving very well. Suede commanding firm prices.

Some ordinary tannages have moved at 30-32c and down, better tannages 34c and down and some very good tannages 36-38c and down. Choice tannage, as previously reported, quoted as high as 40c and down.

Grain finish has brought as high as 33-34c and down for better productions but other tannages have been moving around 30c and down with some ordinary quality bringing 26-28c, less desirable lots at the inside figure.

Meanwhile, horsehide garment leather market appears in somewhat tighter position. Good tannages bringing around 42c and down and up to 44c and down quoted on some choicer descriptions.

### Kid Quiet

Kid leather tanners of Philadelphia report business as "quiet but not too bad." Black suede still the biggest item selling; black glazed moving to some degree. Nothing in brown this past week. Both suede and glazed selling in the low-to-medium grades.

Linings doing quite well. Most tanners seem to have gradually moved back into full production on these. Shoe manufacturers have cut down on sheep and other materials and are now back to buying kid linings. They have been moving right along with black suede.

### Average Kid Prices

Suede 32c-96c  
Linings 25c-55c  
Crushed 35c-75c  
Glazed 25c-\$1.00  
Slipper 25c-60c  
Satin Mats 69c-\$1.20

### Sole Leather

Sole leather tanners of Philadelphia report for the most part business is fairly active. Although findings are generally slow, there are some tanners who deal only in findings and find things "not too bad."

### Belting Fair

Belting leather tanners of Philadelphia find business "pretty good." While no price changes have been made, sales are made at current prices without too much trouble. Every type of leather tanners have to offer moves well.

### AVERAGE CURRIED LEATHER PRICES

	Best	Selec.	No. 2	No. 3
Curried Belting	1.30-1.35	1.25-1.31	1.13-1.27	
Centers 12"	1.61-1.64	1.51-1.55	1.39-1.45	
Centers 24"-28"	1.56-1.58	1.49-1.52	1.40-1.53	
Centers 30"	1.47-1.52	1.41-1.47	1.31-1.43	
Wide Sides	1.21-1.25	1.15-1.21	1.05-1.14	
Narrow Sides	1.15-1.17	1.10-1.13	1.00-1.07	

Premiums to be added: Ex Light, plus 5c-10c; Light, plus 7c; Heavy, minus 5c-10c; Ex Heavy, minus 5c.

### Glove Leathers Mixed

Garment leather holds the stage at the present time. Suedes bring from 40c down for the water-repellant tannage, 36c down for other types. Garment grain leather selling as high as 40c for pastel shades.

### Raw Tanning Materials

Divi Divi, Dom., 48% basis shp't, bag...	\$72.00
Wattle bark, ton "Fair Average"	\$104.00
"Merchantable"	\$100.00
Sumac, 28% leaf	\$110.00
Ground	\$110.00
Myrobalans, J. 1's Bombay	\$46.00
Sorted	\$48.80
Genuines	\$53.50
Crushed 42-44%	\$65.00
Valonia Cups, 30-32% guaranteed	\$64.00
Valonia Beards, 40-42% guaranteed	\$96.00
Mangrove Bark, 30% So. Am.	\$58.00-59.00
Mangrove Bark, 38% E. African	\$78.00

### Tanning Extracts\*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.92
Bags, l.c.l.	11.65
Cutch, solid Borneo, 55% tannin	.08 1/4
Hemlock Extract, 25% tannin, tk. cars	
f.o.b. works	.0625
bbls. c.l.	.06 1/2
Oak bark extract, 25% tannin, lb.	
bbls. 6 1/4-6 1/2, tks.	.06 1/4
Quebracho Extract:	
Solid, ord., basis 63% tannin, c.l.	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Wattle extract, solid, c.l., East African	
60% tannin	10.25

Wattle extract, solid, c.l., South African	
60% tannin	10.40
Powdered super spruce, bags, c.l.	
.05%; l.c.l.	.05 1/4
Spruce extract, tks., f.o.b. wks.	.01 1/4
Myrobalan extract, solid, 55% tannin	.07 1/4
Myrobalan extract, powdered, 60% tannin	.10
Valonia extract, powdered, 63% tannin	.10
Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin	.16 1/4
Wattle Extract, Powdered, Swedish, 73% tannin	.15 1/4
Powdered Spruce, spray dried, Swedish	.04
Myrobalan, Swedish, Powdered 63-70%	.11 1/4
Oakwood, Swedish, solid, 60-62%	.11 1/4
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11 1/4
Larchbark, powdered, Swedish spray-dried, 58-60%	.12 1/4

### Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	.90-.95
Cod, sulphonated, pure 25% moisture	.13-.13 1/4
Cod, sulphonated, 25% added mineral	.12
Cod, sulphonated, 50% added mineral	.10 1/2
Castor oil, No. 1 C.P. dra. l.c.l.	.28 1/4
Sulphonated castor oil, 75%	.26
Linseed oil, tks., f.o.b. Minn. drums	.149
Neatsfoot, 20° C.T.	.32
Neatsfoot, 30° C.T.	.30
Neatsfoot, prime drums, c.l.	.16
l.c.l.	.18
Neatsfoot, sulphonated, 75%	.16 1/4-.17 1/4
Olive, denatured, dra. gal.	2.20
Waterless Mollon	.14
Artificial Mollon, 25% moisture	.13
Chamois Mollon, 25% moisture	.11-.12
Common degrass	.18-.20
Neutral degrass	.30-.31
Sulphonated Tallow, 75%	.11-.12
Sulphonated Tallow, 50%	.07-.08
Sponging compound	.13-.14
Split Oil	.11-.12
Sulphonated sperm, 25% moisture	.14-.15
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.15
Petroleum Oils, 100 seconds Visc., tks., f.o.b.	.14

\*Imported Extracts are plus duty.

## KORN LEATHER COMPANY

TANNERS OF

*Splits*

FOR EVERY PURPOSE

*Side Leather*

MEN'S AND WOMEN'S  
IN THE POPULAR PRICED RANGE

PEABODY, MASS., U. S. A.

## "SUPERIOR LEATHERS"

*Chrome Retan Sole Leather*

In bends... shoulders... bellies... outstanding in its waterproofing and long-wearing properties.

*"Katz Chrome"*

The ideal leather for shoe... glove... and garment purposes.

*Chrome Retan Upper Leather*

A quality shoe leather... water resisting... easily worked.

Also cow and horse sides

**SUPERIOR TANNING CO.**

1254 West Division Street, Chicago

AGENTS

Chicago, E. Block... 128 N. Wells St.  
Boston, Slattery Bros... 210 South St.  
New York, Simon Tannenbaum... 100 Gold St.





# RENEWED TANNER ACTIVITY

## FIRMS PACKER HIDE PRICE LISTS

*Some Resistance Reported But Buying Shows Improved Tone*

### Packer Hides Brisk

Following brisk trading which involved large quantities of big packer hides, prices of most selections have firmed up and some have reduced by a half cent to a full cent from the low levels of a couple weeks ago. Demand broad and active. In addition to liberal purchasing by dealers, there also has been considerable buying by domestic tanners. Cattle side upper leather has been sold in good volume and sole leather has moved well with better prices realized by a number of tanners.

Good upper leather business reflected in purchases of light native cows at advances. Light cows and heavy native cows seemed strongest on the list. Packers were able to obtain up to 18½¢ for Chicago and 19¢ for St. Paul heavy cows, registering another half cent advance.

Meanwhile, branded cows held steady on the basis of 17¢ for north-erns and 17½¢ for lighter average south-westerns such as Oklahoma City and Ft. Worth productions. Fact that branded cows did not advance attributed to buyer resistance on the part of sole leather outlets. This was also apparent in branded steers, the bulk of sales lately effected being at 14¢

for butts, 13½¢ for Colorados and 14½¢ for heavy Texas.

Steady demand for the lighter selections, light Texas steers bringing 16½¢, ex. light Texas steers 19½¢, light native steers 18½-19¢ as to points and ex. light native steers bringing up to 22¢ for current take-off, some sales including April take-off at a half cent less.

Some trading in bull hides, two packers selling total of 3,000 from St. Paul on basis of 12½¢ for natives. Previous trading involved 4,900 at 12¢ basis natives for north-erns and 11¢ for Fort Worths with branded at one cent less.

### Independents Wanted, Too

Large midwestern independent packers, following sales of about 35,000 hides last week, resumed active trading again this week and sold another 17,500 on Monday and Tuesday of this week. First trading reported by large Iowa packer who

sold 900 Ottumwa light native steers at 18½¢ and 1,900 Ottumwa-Sioux Falls light cows at 19½¢. Later, Minnesota packer sold 1,500 Austin and a Wisconsin packer 1,000 light cows at 20¢.

Packers' Ass'n. sold 900/1,000 ex. light native steers at 22¢. At the same time, a New York packer sold a car each of native steers at 16½¢ and butts at 14½¢; higher prices paid due to advantage in freight costs to the buyers.

On west coast, one big packer late last week sold 3,000 Salt Lake City hides, branded steers at 13½¢ and 13¢. and branded cows at 16½¢.

### Small Packers Firmer

Prices of small packer hides tended to firm up this week along with surrounding markets. Following sales of midwestern 50-52 lb. avg. productions reported at 16-16½¢ selected fob. shipping points, as to quality, etc., sellers were inclined to try for more money, asking up to 17-17½¢.

Business in good 46 lb. avg. hides totaling about 2,000 reported up to 17½¢ and about 1,000 of 47 lb. avg. at 17¢ flat fob. and some sellers now ask 18-18½¢ for new business. Movement of slightly heavier hides averaging 52-53 lbs. reported at 16¢ and some 52-54 lb. avg. at 15¾¢ selected fob.

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close May 28	Close May 21	High For Week	Low For Week	Net Change
July .....	18.60T	18.70T	18.82	18.42	—10
October .....	17.55B	17.80B	17.80	17.43	—25
January .....	16.55B	16.90B	16.85	16.50	—35
April .....	15.95B	16.25B	16.15	15.95	—30
July .....	15.60B	15.95B	15.85	15.60	—35
October .....	15.20B	15.60B	15.30	15.25	—40
Total Sales: 336 lots					

## HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers .....	15½-16	15 -15½	16 -16½	14½-15
Light native steers .....	18½-19	18½-19	18½-19	18 -18½
Ex. light native steers .....	22	21 -22	23	20
Heavy native cows .....	18 -19	17½-18½	17½-18½	15 -16
Light native cows .....	20	19½	20- 20½	17½-18½
Heavy Texas steers .....	14½	14 -14½	15	13
Butt branded steers .....	14	13½-14	14½	13
Light Texas steers .....	16½	16 -16½	17	17
Ex. light Texas steers .....	19½	20½-21	21½	18½
Colorado steers .....	13½	13 -13½	14	12
Branded cows .....	17 -17½	17 -17½	16½-17	14½-15
Native Bulls .....	12½	12½-13	12½	10½
Branded Bulls .....	11½	11½-12	11½	9½
Packer calfskins .....	53½-65	53½-65	52½-57½	32½-40
Packer kipskins .....	34 -42	34 -40	31 -37½	30 -35

NOTE: Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

IIIIII  
• SPRUCE EXTRACT

IIIIII  
• POWDERED SUPER SPRUCE

IIIIII  
• LACTANX

**ROBESON**  
PROCESS COMPANY

GENERAL OFFICES  
500 Fifth Avenue  
New York 16, N. Y.

OPERATING PLANT AT  
Erie, Pa.

Interest in small packer bulls reported around 11c selected fob. for 75-80 lb. avg. while sellers asked 11½-12c depending upon productions and average weights.

#### Country Scattered

Scattered trading in country hides and prices holding steady to firm. Locker-butcher hides free of renderers bringing 13½-14c and mixed lots containing renderers around 13c for about 50 lb. avg. weight lots, flat trimmed fob, shipping points. Renderer hides alone have ranged up to 12½-13c fob. for 48-50 lb. avg.

Some business in 48-50 lb. avg. glue hides at 11c fob. shipping point, one car involved, and later a car of 44-45 lb. avg. brought 11½c fob. country point. A car of 90 lb. avg. country bulls sold at 8c fob. shipping point.

#### Calf & Kip Hold

Market for big packer skins still has a firm undertone and some interest at latest trading levels. Big four sellers slow to put out new offerings of calf since the last sale of St. Paul heavy at 65c while earlier business involved Wisconsin allweights, River and smaller plant at 57½c for heavy and 53½c for light.

One of the big packers, however,

sold a few kip comprised of 2,600 from Kansas City at 42c—2c over previously paid basis by domestic outlets for northern while overweight last brought 35c. Southern kip and overweights last brought 39c and 34c. Some premium point kip have brought some fancy prices, possibly for export. Reports that Nashville kip sold around 54c and St. Paul kip up to 50c but no further details.

Big packer regular slunks offered at \$2.50 and \$2.25 bid. Large hairless nominal at 85-90c.

In the small packer market, all-weight calf nominally around 45-50c and kip 32-33c awaiting sales. Some carload business in country calf reported at 23-24c and in kip at 20c with sellers inclined to hold for 21c on the latter.

#### Horsehides Better

Some additional business in better quality productions of northern slaughterer whole hides and, if anything, the market has a stronger undertone. Untrimmed stock sold at \$12.00-12.50 fob. shipping points and trimmed hides at \$1.00 less.

Occasional sales of less desirable lots at discounted prices depending upon quality, section of origin, etc. Offerings of whole hides are rather

limited and buyers find it difficult to locate further supplies at the going market levels.


Cutters have realized \$8.00-8.25 for good northern fronts and \$3.75-4.00 for 22" and up butts. Rumors that some choice lots have brought premiums of 15-25c.

#### Sheep Pelts Easier

Shearling production approaching its seasonal peak and packers have found demand not quite so broad. With liberal supplies on hand, prices are tending to ease and sales of No. 1s were made from \$2.40 down to \$2.15 and even as low as \$2.00 for some fairly good productions. A wide range of prices on No. 2s has been heard, business being reported from \$1.80 down to \$1.65 and even \$1.50. The No. 3s have brought \$1.15, \$1.10 and down to \$1.00, as to productions, quality, etc.

Clips nominal in absence of sales and very few produced right now. Season for wool pelts is about over and last reported business was around \$5.25 per cwt. liveweight basis for large midwestern independent packers.

Spring lamb pelts range \$2.60-2.75 per cwt. liveweight basis for choice westerns such as Arizona-California while a few natives have sold at dis-



**MARDOL**  
SULPHONATED OILS  
and  
FAT LIQUORS  
QUALITY AND UNIFORMITY  
**MARDEN-WILD CORP.**

800 Columbia St., Somerville, Mass.  
MARDEN-WILD of CANADA, LTD. HALIFAX, N. S.

### You can go through life without the BLUE BOOK

... but why make things tough for yourself?  
It's the most informative, comprehensive, and accurate guide to the industry published.

**The Rumpf Publishing Company**  
300 W. Adams St., Chicago 6, Ill.

## DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK • OAK • MANGROVE  
STAINLESS SUMAC • ORDINARY SUMAC  
QUEBRACHO • RAPID TAN "G"  
SPECIAL DIPPING EXTRACTS

**LEATHER**  
YESTERDAY, TODAY  
ALWAYS

### AMERICAN EXTRACT CO.

*Manufacturers of the Largest Variety of Vegetable Tanning Extracts*

ESTABLISHED 1887

**PORT ALLEGANY, PA.**

#### REPRESENTATIVES:

McArthur Chemical Co., Ltd., 20 St. Paul St., West, Montreal;  
73 King St., West, Toronto  
Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S.E.1  
Getz Bros. & Company, San Francisco, Calif.; New York City

counts ranging up to 50c or more from the above prices, depending upon quality and size of pelts. Some full wool dry pelts sold at 30c fob. shipping point.

Pickled skins sold steady at \$15.50 per dozen for genuine clear spring lambs and \$14.00 per dozen for winter sheep and lambs.

#### **Dry Sheepskins Slack**

Selling quarters still complaining they can do very little due to price differences of buyers and sellers. Shippers at origin seem firm in their views as local buyers ideas are generally below asking prices, only odd lot sales can be confirmed.

Hair sheep markets firm. No late offerings of Nigerians and Cape gloves selling to Europe at prices considerably over views expressed by buyers here. Brazil cabrettas more active of late and some fair sized regulars moved for shipment at \$12.50 and specials at \$17.25, basis manufacturers. No recent offerings of dry salted Sudans, Mombasas or Mochas.

At the last Australian wool sheep auctions, reports from Melbourne state sheep market generally par to two pence dearer with 21,500 offered and at Sydney, pelts and short wool skins were one to two pence lower

and all others firm with 52,000 offered. No late sales South American descriptions as sellers here state that they cannot get pullers up in their ideas.

#### **Pickled Skins Steady**

Steady business going on in New Zealand and although sheep continues firm to slightly higher, lambs eased on latest sales. Reported that 5/10,000 dozen "Islington" lambs sold at 95 shillings while "CMF" lambs brought 111 shillings and on a tender of "Wallacetown" skins, 3,000 dozen lambs sold at 110/7 shillings while 2,000 dozen sheep brought 121/7 shillings. Last sales "Gear" sheep at 128 shillings.

Domestic market firmer and late sales genuine spring skins at \$15.50 with some shippers having higher views now.

#### **Reptiles Limited**

Market a little more active this past week although volume not very broad. Some business developed in wet salted Bengal back cut lizards at 83c for 11 inches up, averaging 12 inches, 70c for 10 inches up, averaging 11 inches and 51c for 9 inches up, averaging 10 inches, 75/25 assortment. A bid of 85c was made on

skins 10 inches up, averaging 12 inches, 80/20 assortment.

Snakes slow as not too many offers. Some quarters still believe they could get 52c for Madras bark tanned whips, 4 inches up, averaging 4½ inches, 80/20 selection and 55c for skins averaging 4¾ inches but they have had no offers.

Brazil back cut tejus firmed slightly with shippers now asking 74c for 20/60/20 assortment and buyers ideas 2c less. Giboias and chameleons slow and nominal awaiting sales. No change in ring lizards.

#### **Deerskins Fair**

A fair amount of business going on in Brazil "jacks" at recent trading levels. Para and Manaos moving at 62c, basis manufacturers with other sections proportionately. Some Honduras deerskins sold at 46c c&f. New Zealand slow due to lack of offerings.

#### **Pigskins Picky**

Trading restricted as buyers in Fulton County have shown very little interest in offerings of late. An occasional sale made but in general, market is quiet. Shippers at origin, however, have not shown any weakness and some bids of dealers have not been accepted.

Although there was a report that some Manaos grey peccaries sold at \$2.00 c&f., basis manufacturers, most operators state that sellers usually ask that price fob. basis importers and in some instances bids of \$1.90 fob., basis importers were not accepted. Peruvian grey peccaries also held at \$1.90 fob., basis importers.

Some sales of Chaco dry carpinchos at \$2.90 c&f., basis importers. With Europe still showing interest, shippers are slow in reducing asking prices.

#### **Goatskins Sluggish**

Not much doing in raw goatskin markets. Trading slow to develop although prices on some reported sales said stronger. Generally, recent levels hold.

Group 4 Amritsars last sold at \$8.00-\$8.50 per dozen, c&f with shippers now asking top price or more. Last sales Madras Deccans reported at \$10.00 afloat. Calcuttas draggy.

Batti types bring \$10.50 ex dock with some shippers asking a quarter more. Genuine Battis sold at \$12.00; asking now up to \$12.75. Berberahs last at \$8.75 afloat.

Spot Red Kanos moved at \$1.07-\$1.08 per lb. afloat. Mombasas firm with most lists at \$10.50-\$11.50.

**for producing...**

**BETTER LEATHERS**

**MORE ECONOMICALLY**

**EXTRACTS**

**PANCREATIC BATES • FILLERS**

**SOLE LEATHER FINISHES**

**TANNER'S SUGAR • TANNER'S LIME**

**CHEMICALS**

▼

We invite your inquiries and permission to prove better yields with LINCO PRODUCTS

**L. H. LINCOLN & SON, INC.**

COUDERSPORT, PENNA.





• **Alfred G. Schwab** is now handling the lines of Atlantic Heel Co., Inc., Corman Leather Co., and O.K. Shank & Counter Co., all of Chelsea, Mass., in Ohio and Kentucky. Schwab is located at 119 West Fourth St., Cincinnati.

• **Sydney Steen** has resigned as vice president in charge of sales for Phillips-Premier Corp., Boston shoe fabrics firm. He will leave for an indefinite vacation before announcing future plans.

• **Arnold Sanders** has joined Brauer Bros. Shoe Co., St. Louis women's shoe manufacturer, as designer. He was formerly with the DeLoy Co. division of Brown Shoe Co. He succeeds Thomas P. Gorgas, now stylist for Waverly Trimming Co.

• **Wentworth Brown** has resigned as vice president and assistant to the president of Brown Co. and Brown Corp. to accept a position as vice president and general manager of Columbia Cellulose Co., Ltd. A member of the Brown Co. for the past 25 years, he will remain with the firm until Oct. 1.

• **Herman W. Mostow** is now manager of the L. J. O'Neill Shoe Co. plant in St. Louis, subsidiary of Florsheim Shoe Co. Mostow has been superintendent of the plant since last July. He was formerly superintendent for Middletown Footwear, Inc., Middletown, N. Y., manufacturer of women's shoes and slippers.

• **Henry Russell** has been named buyer of men's and boys' shoes, rubber footwear and slippers for Salkin & Linoff, Inc., Minneapolis operator of 40 department stores in the West. He will work in the firm's Minneapolis office under the direction of T. M. Garborg, merchandise manager of the Shoe Division. Russell was with Regal Shoe Co. in Whitman, Mass., for four years as buyer of women's shoes and also women's shoe buyer for nine years with Sears, Roebuck Co.

• **Merrill R. Stone** has been named Southern representative for Texon, Inc., innersole products and Wright-

Batchelder Corp., Boston manufacturer of thermoplastic welting. His headquarters are in Nashville, Tenn.

• **Gordon Cooper** has resigned as assistant sales manager and advertising

and publicity director of International Shoe Machine Corp., Cambridge, and has joined Compo Shoe Machinery Corp. of Boston as assistant district manager in charge of adhesive sales for the Boston office. Cooper has been associated with the shoe industry in a sales and advisory capacity for the past 20 years.

• Guest speaker at the Shoe Service Institute Banquet on Wednesday evening, June 17 at the Sherman Hotel in Chicago will be former Vice President **Alben W. Barkley**. The "Veep" is expected to present one of his highly amusing, extemporaneous talks.

## Streamlined Tanning

WITH



**POSITIVE PROOF...  
TEST A SAMPLE...  
SEE FOR YOURSELF**



## Cuts Cost • Cuts Time

- 1 • **ADE-II-TAN** increases production...without increasing equipment.
- 2 • **ADE-II-TAN** cuts tanning time as much as 50%.
- 3 • **ADE-II-TAN** produces a uniform quality...of smooth grain leather.

**THE TANNAGE COMPANY**

MANUFACTURERS OF *Tanning Materials*

2136 DOMINICK STREET • CHICAGO 14, ILLINOIS • U. S. A.

# NEWS QUICKS

About people and happenings coast to coast

## Arkansas

• More than 100 employes of the International Shoe Co. plant at Bald Knob went on what company officials termed "a wildcat strike" recently after a disagreement with company officials. The workers are members of United Shoe Workers of America, CIO, Local 178 and worked as cutters and counter molders.

## California

• **Aronov of California**, Los Angeles casuals firm, reports it has purchased patterns, dies and lasts formerly owned by Studio Shoes of California, former producer of London Bobbies. Aronov will manufacture the line at its Pasadena plant with production set at 1,000 pairs per day, according to Philip Aronov, president.

• **Film Star Creations**, Los Angeles manufacturer of women's handbags, has moved from 742 S. Hill St. to 936 S. Maple Ave.

## Georgia

• **The Southeastern Shoe Travelers** spring shoe show has been scheduled for Nov. 9-11 in leading Atlanta hotels, according to E. M. Cousins, show manager. The 1954 shows will be held May 2-5 and Nov. 7-10.

## Illinois

• Dollar sales of **Florsheim Shoe Co.** for the year ended Oct. 31, 1952, totaled \$24,120,252 as compared with sales of \$28,476,927 in the same period of the preceding year. Net profit in 1952 totaled \$1,230,175 against \$1,021,171 in 1951.

## Maine

• **Lew Ellis Co.** of Auburn, has moved its offices from 11 Turner St. to 19 Allain Park.

## Massachusetts

• **American Hide and Leather Co.**, Boston, has declared a dividend of 75 cents per share on its six percent cumulative preferred stock (\$50 par) payable June 12 to stockholders of record June 2.

• **Colonial Tanning Co.** of Boston has announced the following appointments at its Hartnett tanning division in Ayer. Woodrow D. Hawbecker has been named vice president in charge of process control; Michael Naczas is vice president in charge of quality; Sidney G. Judge is vice president in charge of plant engineering; and Henry Reichert is vice president in charge of production.

• **Hermal Shoe Co., Inc.**, of Everett has filed petition in U. S. District Court to effect an arrangement with creditors. Chapter XI plan offered under the Bankruptcy Act offers creditors 12½ percent, payable 30 days after confirmation. Liabilities are listed at \$361,638.

• **D'Amico Shoe Co.**, Lynn maker of children's shoes, is reported to have changed its name to Vanda Shoe Co. Owner is Dominick F. D'Amico.

• Claims for jobless benefits in **Brockton** at the present time are well below a year ago, according to Frederick W. Griffiths, manager of the Division of Unemployment Security in the city. Griffiths reports a labor shortage in the area as many shoe factories continue at full production.

• **Sherry Shoemakers, Inc.**, Boston manufacturer of women's Compo footwear, is reported to have closed down.

• **Colella Inc.**, Haverhill, is expanding some of its departments to allow for production increase to make the firm's new, conventional type shoe recently exhibited at the New York show. The company has been making California shoes and will maintain that line in addition to the new type shoe.

• **A. & P. Heel Co.**, Haverhill, reports that a public auction sale was conducted by the Internal Revenue Bureau and machinery and equipment sold to Moses Goltz for \$600.

• Members of the National Academy of Pediatricians attending a conference recently in Boston were guests at the **R. J. Potvin Shoe Co.** factory in Brockton. They were given a personally conducted tour through the plant by Richard J. Potvin, president; and Mrs. Dorothy F. Potvin, R.N., director of the company's Child Foot Research Department.

## Missouri

• Reports that the **International Shoe Co.** plant in St. Charles will remain closed indefinitely have been denied by L. H. Kelley, general superintendent of the company's men's manufacturing division. Kelley stated the plant has been closed one week only "for the purpose of adjusting inventories of several styles of men's shoes" and will re-open Monday, June 1, with the same production schedule as before.

• **Juvenile Shoe Corp. of America**, St. Louis maker of children's shoes,

*Italian*



*Chestnut Extract*

SOLID and POWDER      MADE FROM LIVE WOOD

Italian Stainless Sumac Crystals

**Tanexco, Inc.**

SOLE AGENTS

549 W WASHINGTON BLVD.      CHICAGO 6, ILLINOIS

has been awarded the National Safety Council's Public Interest Award for 1952. The award was for the company's service to safety in sponsoring a series of newspaper ads and window displays promoting safety along with the company's Lazy-Bone branded line. Gale Pate is president of the firm which maintains factories in Aurora and Sarcoxie.

### New Hampshire

- Construction of a proposed addition to the **Laconia Shoe Co.** plant in Laconia on land purchased from the city has been delayed. Company officials said they have not been able to obtain satisfactory bids on the construction.

- **LeDanne Footwear, Inc.**, of Boston has purchased a plant at Franklin where it is in process of setting up manufacturing operations. The company plans to hire about 200 workers during this year for production of women's shoes. Dan Bordett is president. The new plant will be under the supervision of Billy Dee and Oscar Baum. The building was formerly operated by Sulloway Hosiery Mills.

### New York

- **Geschwind Foam Rubber Co., Inc.**, of Brooklyn, distributor and fabricator of U. S. Koylon Foam rubber, has opened new offices at 68 Portland St. in Boston. The new Boston office will handle sales for the entire New England area as well as fabricating facilities for U. S. Koylon Foam. Present offices at 31 Cumberland St., Woonsocket, R. I., will be closed shortly.

- **Town and Country Strap Corp.** of Freeport, L. I., has purchased the leather strap division of **Leo Heilbrun Co., Inc.** Purchase involved the latter's leather watch strap inventories, trade names and advertising material.

- **R. A. Brea** of 432 Fourth Ave., New York City, has been named exclusive U. S. distributor for the high grade calf produced by leading Belgian tanners at Tanneries D'Eupen et Malmedy and Tanneries De Guise. Brea has represented U. S. and Canadian tanners for many years.

- **Scuff Ease, Inc.**, manufacturer of men's scuffs and sandals, has moved

from 74 Beekman St., New York, to new quarters at 93 19th St., Brooklyn.

- New York reptile leather firm **Kossmann & Co., Inc.**, is reported moving from 100 Gold St. in the "Swamp" to new offices at 432 Fourth St. The change is expected to be completed by June 1.

- Creditors' committee of **Step-Lite Footwear, Inc.**, New York, is reported to be continuing negotiations for settlement of claims in the company's bankruptcy case. Independent audit showed liabilities of \$99,000 and assets of some \$118,000, it is reported.

- **Bankart & Samuelson**, New York tanners' agent, have moved from 177 William St. to 5 Beekman St.

- Partnership of **L. & B. Leather Goods Mfg. Co.** and **American Beauty Bags**, handbags manufacturers in New York, both formerly conducted by Abe Lindzen and Julius Blackman, has been dissolved, it is reported.

- Involuntary petition in bankruptcy has been filed against **Caprice Creations, Inc.**, New York shoe and slipper maker, it is reported.

# LEGALLET

**GLOVE-TANNED  
MOCCASIN COWHIDE LEATHERS  
ALL SEASONAL COLORS**

**GLOVE LEATHERS  
goat, cow and deer**

**LLANA  
GARMENT LEATHERS  
goat and cow**

**LEGALLET**  
tanning company

1099 QUESADA AVENUE • SAN FRANCISCO, CALIF.

#### REPRESENTATIVES:

Povl Wedseltoft, 407 East Michigan Street, Milwaukee 2, Wisc.

John A. Dauer, 177 William Street, New York 7, N. Y.

Industrial Leathers, 722 East Washington Blvd., Los Angeles, Calif.

Allen Leather Company, 1433 Locust Street, St. Louis, Missouri



• **Davis Box Toe, Inc.**, box toe manufacturer, is moving from Wappingers Falls to 64 Beacon St., New York, where it has set up a larger plant. Davis Buckram Co., Inc., a subsidiary, remains at Wappingers Falls.

• **Quality Handbag & Novelty Co., Inc.**, New York handbag manufacturer, has filed voluntary petition in bankruptcy, it is reported. Assets are listed at \$3,130 and liabilities at \$12,646.

• **Tony Martin**, popular singer, will receive a **Golden Shoe Award** for Entertainment at the shoe industry **United Jewish Appeal** dinner to be held Thursday, June 11, at the Roosevelt Hotel. Other awards for excellence in their respective fields will go to Jackie Robinson of the Brooklyn Dodgers, and Pinches Karl of Karl

Shoe Stores, Ltd., Los Angeles, as "shoe man of the year."

## Pennsylvania

• The **Central Pennsylvania Shoe and Leather Association** has set June 18 as date of its annual outing and golf tournament. Place: the Hanover Country Club at Abbottstown. Time: 10:00 a.m.-3:00 p.m. Entertainment and a visit to Hanover Shoe Farms and Blue Bar Kennels is included. Reservations can be made at the Hotel Richard McAllister in Hanover, the Yorktowne in York and the Gettysburg in Gettysburg.

## South Carolina

• Trustee in the bankruptcy matter of **Wall Bros.**, Marion department store, held public auction sale on May 29, it is reported.

## NEW THREADS

(Continued from Page 12)

stitches per inch results in a 10 percent increase in seam strength.

If the thread is too fine in size and therefore too low in strength, heavier sides of thread are readily obtainable.

If the failure is brought about by malformed stitches due to improper tension adjustments, the necessary tension corrections can easily be made. Proper supervision can prevent malformed stitches caused by improper tension adjustment.

If failure is due to a lengthwise strain on the line of stitching, it is possible to use a different type of stitch, such as the zig-zag stitch, which permits the thread to extend under lengthwise strain. If it is not possible to change the type of stitch, it is possible to obtain some of the new synthetic threads of high elasticity, such as Nylon and Dacron.

Abrasion of any thread, regardless of what fibers it is made from, may be minimized by pulling the thread down well into the material with the proper tension adjustment. Any thread allowed to ride on the surface will abrade faster than the same thread pulled down into the material. Threads made of Nylon, however, have greater resistance to abrasion than threads made of any other fiber.

### Mildew Failures Curable

If threads fail because of attack by mildew, this may be corrected by one of several changes—the use of cotton or linen thread treated with a mildew inhibitor, or by using one of the inherently mildew resistant fibers, such as Nylon or Dacron.

If the failure is due to acids contacted in the wearing of the shoe, a change to a thread that is more acid-resistant, such as Dacron, may minimize this problem.

If a change in the kind of thread is indicated, the thread and fiber must be selected to accomplish specific results. The newer synthetic fibers have characteristics different from each other—just as different as they are in relation to cotton, linen, or silk. For instance, Nylon has best resistance to abrasion, Dacron has best resistance to acid, etc.

One of the basic differences in the characteristics of threads made from natural and synthetic fibers, is the loop break strength. In the past, not too much has been said about loop breaking strength. Most comparisons have been made by the use of straight breaking strength such as obtained on a Scott or Suter tester. When we compare only the straight break of

**BARBOUR**  
*Stormwelt*  
 ALL-LEATHER



"WEATHERSTRIPS"  
YOUR  
SHOES

**BARBOUR WELTING COMPANY**  
 BROCKTON 68, MASSACHUSETTS

Here are

3

SHOE PRODUCTS  
THAT SAVE PENNIES



**INNERSOLES**

**PLATFORMS**

**WEDGIES**

**LYNN INNERSOLE CO., ALLSTON, MASS.**

one kind of thread versus another, we have not gone far enough.

All stitches are a series of loops, and the strength of the thread in the seam bears a direct relation to the loop breaking strength of the thread, not to the straight breaking strength.

We should emphasize at this point that only in major seams where the strength is important in holding the shoe together, such as first closing, vamping, and tip-stitching, is it necessary to take into consideration seam strength. Where the seam is subject to little or no strain, such in decorative stitching, the strength of the thread, once in the shoe, is not important.

There are certain seams, however, where the original seam strength is not important because the seams are not subject to undue strain, such as edge-stitching. But where the thread eventually fails due to abrasion (this is true where materials such as plastic linings are used and it is not possible to pull the bobbin thread down into the lining material) a Nylon bobbin thread will minimize and probably entirely eliminate seam failure due to abrasion.

### Single vs. Multiple

On the subject of single versus multiple rows of stitching, if multiple rows are made simultaneously on a multiple needle machine, a tremendous increase in seam strength is brought about. Multiple rows of stitching made with a single needle machine by sewing one row of stitching adjacent to another do not increase the strength of the seam. The stress on such a seam is so unequal that it falls on one row of stitching at a time causing failure of the individual rows.

In the manufacture of safety shoes, some companies are now using Dacron thread for upper fitting as well as inseam and Goodyear outsole stitching because this fiber has greater resistance to acids than any of the other thread fibers.

There are other fibers which our industry is working with that have far greater resistance to acid than Dacron, but to date experience has indicated that these threads need to be improved as to sewability before they are released for commercial use to the shoe manufacturers.

When changing from cotton thread to Nylon thread, one of the fundamental differences is the amount of total extensibility at breaking point and the elasticity of the threads. Cotton thread at breaking point stretches out approximately 4 to 6 percent. Nylon threads, according to

## COMPARISON OF COTTON AND NYLON SIZES TO PRODUCE EQUAL SEAM STRENGTHS

Ticket	Cotton	Size	Nylon Ticket Size		Nylon Construction	Aver. Thread Seam Strength Lbs./In.	
			Type CS	Type CSB		Cotton	Nylon
Kingston		10/3	CS-99	CSB-105	(100/3/3)	217	222
"		10/3	CS-92	CSB-98	(210/4)	217	218
Intrinsic		12/4	CS-69	CSB-74	(210/3)	138	141
"		16/4	CS-69	CSB-74	(210/3)	107	141
" (Shoe Trade)		20/4	CS-46	CSB-49	(70/2/3)	89	81
" (Shoe Trade)		24/4	CS-46	CSB-49	(70/2/3)	84	81
"		30/4	CS-33	CSB-34	(100/3)	63	63
"		36/4	CS-33	CSB-34	(100/3)	58	63
"		40/4	CS-33	CSB-34	(100/3)	55	63
"		50/4	CS-23	CSB-24	(70/3)	40	39
"		60/4	CS-23	CSB-24	(70/3)	36	39

Test seams were made on Lockstitch (Type 301) single needle machine. Same size needle and bobbin thread used. The seam values represent strength of thread. Tests were made to break the thread and not the material. If double Lockstitch (Type 401) used for the first closing operation on shoes, a looper thread, one size finer than needle thread, may be used to procure necessary seam strength. For example, when using nylon for this operation a CS-33 looper thread could be used with a CS-46 or CSB-49 needle thread; a CS-46 looper with CS-69 or CSB-74 as a needle thread.

Increased seam strength in pounds per inch can be obtained by increasing the number of stitches. A 20% increase in number of stitches would result in approximately 20% increase in seam strength. Too many stitches causing excessive perforations in the material weaken the material to such an extent that the material would fail rather than the thread.

Chart below indicates needle size used with nylon thread and also material with which tests were made. If smaller size needles were used, lower nylon seam strength values would be expected. Best results obtained when largest size needle practical is used in connection with stitching of nylon threads.

Nylon Size	Nylon Needle Size		Type of Fabric Used
	Construction	Used	
CS-33 or CSB-34	(100/3)	#14	8.2 oz. Khaki Twill
CS-46 or CSB-49	(70/2/3)	#16	8.2 oz. Khaki Twill
CS-69 or CSB-74	(210/3)	#18	10.0 oz. Blue Denim Twill
CS-92 or CSB-98	(210/4)	#23	1229 OD Duck
CS-99 or CSB-105	(100/3/3)	#23	1229 OD Duck

the type, will stretch out from 22 percent to more than 30 percent.

In the sewing of cotton thread, the amount of stretch at breaking point can be totally disregarded. Nylon thread, on the other hand, starts to stretch out immediately when any stress is placed upon the thread. Therefore, if the stress upon the thread is equal to one-third or one-half of the breaking strength load, the thread will stretch out approximately one-third or one-half of its total extensibility.

In our laboratory, we have made stroboscopic motion pictures of cotton threads and Nylon threads being sewn on a lockstitch machine. The cotton thread throws a loop that could generally be described as rather constant both as to size and direction. The loop thrown by Nylon threads, however, is not as constant in size

and is a whole lot more irregular in direction. Because of the additional elongation and irregularity in the direction of the loop, sewing machines must be more critically adjusted in order for the hook of the loopers to pass between the needle and the thread at the proper time. This can be readily accomplished through proper machine adjustment.

Dacron thread, on the other hand, also has considerable elasticity and extensibility at the breaking point. Dacron differs from Nylon, however, in that it does not start to stretch out until you get up nearer to the breaking point of the thread. Generally speaking, Dacron thread will follow cotton thread with less critical adjustments than is necessary to make when changing over from cotton to Nylon.

— END —

## ENOUGH LEATHER?

(Concluded from Page 11)

Meanwhile, the world is consuming leather at a rapidly increasing rate corresponding to a rising level in the world standard of living. World leather consumption in shoes alone has increased enormously. Figures compiled by Julius G. Schnitzer of the Commerce Dept. show an increase in consumption of leather footwear of 313 million pairs from 1930 to 1949, a rise of 34 percent, and an increase of 177 million pairs from 1940 to 1949. It is even higher today—and continuing to rise. Converted into leather consumption, it would run into an estimated 450,000,000 additional feet of leather.

Out of these trends and facts loom some challenging possibilities. First, when we talk of the current high rate of domestic hide exports as being an "abnormal" situation, it's true but only in the light of past and recent history or cycles. There is no guarantee of an adjustment, or a return of the status quo. While adjustments may be logically expected, such adjustments may prove to be only temporary.

### World Using More Leather

If the world is consuming substantially greater amounts of leather due to a steady rise in living standards and consumer demands, then we may not only find ourselves facing a steady long-range decline in our imports of certain types of rawstock, but our own domestic supply may be subject to a higher level of exportation in the face of expanding world demand. Our net balance of available hides could be seriously imperilled.

Our exports of hides will likely continue high as long as our prices are below world levels. If we raise our prices to meet world levels, exports decline—but domestic leather prices rise. If hide prices fall again, exports rise again. The cycle is obvious.

If our government imposes restrictions on domestic rawstock exports, we can feel reciprocal treatment in foreign countries, leaving us with a negligible net gain. Also, government restrictions on exports would turn foreign countries to other foreign countries for hides, thus raising world prices. We would be forced to pay those higher world prices on our own needed hide imports, leaving us with higher net prices.

If we're looking hopefully toward adjustments and a return of the

status quo, in conflict with this hope is the rising trend of desire or intention among foreign countries to do more business with Iron Curtain nations. Argentina and Mexico, normally hide surplus countries, are two cases in point. Note similar views rising in England, Italy, France, the Benelux nations, etc. Corresponding with this is the rising industrialization in Iron Curtain countries, hence demand and need for more leather. This indicates trends of higher bidding and higher world prices.

Russia, in desperate need of hides for its expanding population and military needs, cannot depend on its slow-building herds (now at 58.5 million.) Russia will be a major bidder on foreign hides for a long while to come.

In short, the U. S. may find its "options" (actual or implied) on some foreign rawstock resources in steady decline.

Other possibilities are to be considered. If we hit a recession or depression in the near future, then meat consumption drops, and also hide supply. Shoe output nevertheless remains fairly stable, historically. In other words, we'd face a wholesome level of shoe output (and leather demand) but with scarcer rawstock supply. This would mean pressure on leather prices in a recessed economic period.

If there is war, then there is the same supply problem as in the last war. Slaughter of cattle would rise to serve the greatly increased demand for meat and hides. But the aftermath of war would find lowered herds in need of building, with consequent shortage of hides and hide leather prices.

### 600 Million Pairs?

And consider one final point. We have here been talking of 570 million pairs of shoes to meet the needs of 178 million people in 1960. That is basic or minimum pairage. We have been showing a slow but steady rise in per capita pairage consumption. Thus the pace of shoe output based on population growth could be at a faster rate than normally calculated. It suggests that our pairage in 1960, based on 178 million population, could well be 580 or even 600 million pair instead of the 570 minimum. It also suggests further intensification of the leather supply problem.

It might be argued that historically, as the human population rises there is a proportionate rise in cattle or

livestock population; and also, that as living standards rise, so does meat consumption, thus creating a greater rawstock supply. But as living standard rises, so does leather shoe consumption (as Schnitzer's figures show) and leather consumption.

If all this suggests an enlarging dilemma, what are the counter-forces that can be put into action as a defense against these trends?

### Three Suggested Steps

(1) Develop more new commercial leathers from abundant resources as yet relatively untapped. Pigskins for one; a variety of fishskins for another; and there are numerous others. If the leather industry's traditional resources are limited to begin with, and stand chance of further limitations in the years ahead, then the obvious and needed move is to seek new types of resources comparatively unhampered by world trends.

(2) The development of new materials. This appears inevitable. But the question: are such materials being developed at sufficient rate—and under the guidance of the industry which best knows the requirements of such materials?

(3) Expanded use of current materials such as fabrics. Though presently limited, further development might expand their uses in footwear.

As to the leather industry, the development of other materials—when regarded in the face of current trends—does not suggest heresy; nor does it suggest competitive forces that might undermine leather's traditional markets. If, for instance, there had not been an influx of non-leather soling materials, would there have been an adequate supply of desirable sole leather to make 500 million pairs of shoes without a substantial rise in sole leather prices?

In conclusion, current developments leading into some difficulties in the years ahead, call for a program of action now. What is suggested is what might be termed a Materials Resources Development Committee consisting of members of the shoe and leather industries and allied trades whose own interests are involved.

The purpose is simple: to investigate developments of materials and materials resources to insure an adequate supply of materials without facing the threat of seriously increased prices as a result of the inexorable law of supply and demand.



## CLASSIFIED ADVERTISING

### Wanted and For Sale

#### Cash Buyers of All Grades of Animal Hair

Horse and Cattle Tails  
Horse and Cattle Tail Hair  
Mane Hair — Hog Hair

KAISER-REISMANN CORP.  
230 Java St., Brooklyn 22, N. Y.  
Telephone: EVergreen 9-1032-3

#### For Sale

One Farber degreaser practically new. Sheridan press 46" x 36" plate size. Good operating condition.

Address E-18,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Sales Agent Wanted Milwaukee Area

NATIONALLY known manufacturer of Nylon Mesh for men's, women's, and children's shoes (as well as all other shoe fabrics) wants agent for Milwaukee area. Please write giving full information as to experience, area covered, and non-competitive lines currently selling. Address S-8, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Commission Agent

WANTED for Pennsylvania, Maryland and Virginia territory, to represent us on our fine line of Nylon Mesh and other shoe fabrics for men's, women's and children's footwear. Please submit detailed information on previous experience and lines now being carried. Box S-8, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Blue Splits for Sale

TRIMMED AND SORTED for weight and grade. Large quantities. Steady supply. Tell us what you are making and we will furnish a suitable selection.

Address E-1,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Hand Woven Leather Imported

FROM EUROPE for Ladies' and Men's better shoes. For the first time in stock. In Fall and Spring Colors.

Address E-23,  
c/o Leather and Shoes,  
10 High St.,  
Boston 10, Mass.

#### Splitting Machine

WANTED: One 36" or 57" Belt Knife Splitting Machine. Turner Tanning preferred, or any other good make. Must be in first-class condition.

Address E-25,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

**SPECIAL MACHINERY FOR**  
**WELTING For**  
**RANDS Over**  
**HEELS 50**  
**Years**

**THOMAS BOSTOCK & SONS**  
BROCKTON, MASS.

### Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

### Help Wanted

#### Tannery Production Man

WANTED: Tannery Production Man. Must have good practical experience producing Sheep and Goat for glove and garment, Suede and Grain Leathers. Must be able to process from Beam House up. EXCELLENT OPPORTUNITY for right man, with or without investment. Address E-22, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Finishing and Splitting Foremen

WANTED: Finishing Foreman and Splitting Foreman for Side Leather Factory. Tannery situated in the Province of Quebec. Good salary. Strictly confidential. Address reply to: P. O. Box 3353, St. Roch, Quebec City, Que.

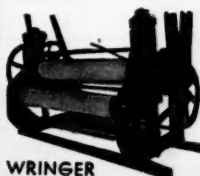
#### Leather Finish Demonstrator

WANTED: Man to demonstrate leather finishes in Middle West. Must have tannery experience.

Address E-24,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Sales Agents

WANTED for Boston, Phila., Cincinnati, Chicago, Los Angeles and each adjacent territory, to sell on commission high-grade calf for shipment from Europe to shoe and handbag manufacturers. Indicate ability and references. In writing only, to Room 1001, 432 4th Ave., New York 16, N. Y.



WRINGER

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

**Quirin Leather Press Co.**  
Olean, New York

THE only successful press that prepares Sole Leather for drum Sole Leather tanning, extracting and oiling.

### Situations Wanted

#### Tanner and Supt.

20 YEARS' EXPERIENCE in tanning and currying of vegetable and chrome belting, sole leather, chrome and chrome retan, rigging leather, hydraulic, packing leather, lace leather, and glove leather grains and splits for work gloves. Can go any place. Address E-21, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Tannery or Dyestuff Firm

YOUNG MAN, 27 years old, with twelve years' experience as tanner and technical advisor in largest tanneries in Mexico, seeks position in tannery or dyestuff firm in U. S.

Address E-20,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Stitching Room

OUTSTANDING foreman available only because present firm liquidating. Knows all types of shoes, can train help and get production and quality. New England area preferred. Best of references. Address S-5, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Shoe and Tannery Finishes

GRADUATE CHEMIST, with over 25 years' experience in development, supervision of production of shoe and tannery finishes. desires to be connected with manufacturer on a full time basis or on a part time consulting basis. Would also be interested in a financial partner to form company to manufacture shoe and tannery finishes. Address E-26, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Bentley Graduate

with industrial and public accounting experience desires responsible position with well-established firm. Address Box S-7, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

BUCKLES BY

## ORMOND

Roller-Non Roller  
Steel or Brass Base  
Gracful lines Smooth metal work  
Fine hinges formed tongues

---

Gift or Bronze  
Nickel • Gunmetal • Colors  
Recessed and all centers

Complete **Diamond** Write for  
line and prices and samples

162 N. 4th St. Phila. City, Pa.

### Brazilian Leathers

Ask

**Schlossinger & Cia. Ltda.**

**Caixa Postal 917**

**Sao Paulo, Brazil**

## Deaths

### George W. Johnson

... 73, *shoe manufacturer*, died May 24 at his home in Endicott, N. Y., after a long illness. He had been in ill health for some time and had just returned from a winter vacation in Florida. Johnson was chairman of the board of Endicott-Johnson Shoe Corp., second largest shoe manufacturing firm in the country. The son of George F. Johnson, founder of the firm, he was born in Plymouth, Mass., and educated at Wooster and Dean Academies.

Johnson joined the firm at the age of 18 and was associated with the firm for 52 years. He served as president for 18 years and was elected chairman in 1948. A cousin, Charles F. Johnson, Jr., is now president of the firm. A leader in the shoe industry for many years, he was also noted for his activities in community affairs.

Surviving are his wife, Lula Seagers; a son, Frank A., now a vice president of the company; and two daughters, Mrs. J. S. Young and Mrs. Brewster Smith.

### Elwyn L. Belcher

... 81, *shoe supplies executive*, died recently at his home in South Weymouth, Mass. Active in South Shore factories for many years, he served as foreman at the Barbour Welting Co. in Brockton and also at the Thomas White Co. Surviving are his wife, Myrtle; three daughters, five grandchildren and six great-grandchildren.

## Canadian Notes

• **Production of leather footwear** rose 19% to 3,523,000 pairs in Feb., from 2,967,000 in this month last year and from 3,173,950 in Jan. when output increased 26% from 2,517,000 last year, the Canadian Government announces. Output in the first two months rose to 6,696,622 pairs against 5,483,502 last year.

Production of footwear with soles other than leather advanced to 2,241,685 pairs in Feb. against 1,897,685 last year, forming 63.6% of total output against 63.9% last year. In the first two months such production totalled 4,295,012 pairs.

Production of leather footwear in the first two months showed gains for men's, youths', women's and growing girls', misses', children's and little gents', and babies' and infants' footwear. Output was as follows, figures in brackets being for last year: men's, 1,496,116 (1,325,746) pairs boys', 213,183 (260,854); youths', 49,972 (49,541); women's and growing girls', 2,328,076 (2,528,998); misses', 590,608 (479,918); children's and little gents', 512,271 (416,888), babies' and infants', 506,396 (421,557).

• **Retail sales of shoes across Canada** increased 9.6% in dollar volume in first quarter compared with a year ago, rising in March 36.4% over Feb. and 2.4% over Marh last year. Sales in the first quarter increased 18.9% in Maritime Provinces, 12.1% Alberta, 10.3% Ontario, 6.9% Quebec, 4.6% Manitoba, and 3.7% British Columbia.

## Index to Advertisers

Ajax Mach. Co. ....	34
Amalgamated Leather Cos., Inc. ....	34
American Extract Co. ....	25
Armour Leather Co. ....	21
Armstrong Cork Co., Shoe Products Div. ....	7
Barbour Welting Co. ....	30
Blackhawk Tanners ....	22
Bostock, Thomas, & Sons ....	33
Boston Machine Works Co. ....	20
Gallun, A. F., & Sons Corp. ....	2
Goodrich, B. F., Co., Shoe Prod. Div. ....	3
Korn Leather Co. ....	23
Legallet Tanning Co. ....	29
Lincoln, L. H., & Sons, Inc. ....	26
Los Angeles Tanning Co. ....	21
Lynn Innersole Co. ....	30
Marden-Wild Corp. ....	25
Mears, Fred W., Heel Co., Inc. ....	9
Ohio Leather, The, Co. ....	22
Ormond Mfg. Co. ....	33
Premier Thread Co. ....	35
Quirin Lea. Press Co. ....	33
Robeson Process Co. ....	24
Rueping, Fred, Leather Co. ....	Back Cover
Schlossinger & Cia, Ltda. ....	33
Superior Tanning Co. ....	23
Tanexco, Inc. ....	28
Tannade Co., The ....	27
United Shoe Machinery Corp. ....	5 and 19
Windram Mfg. Co. ....	18

## WHO'S THE BOSS—YOU OR THE STITCH?

When stitching is costly, irregular in quality and performance, the stitch is boss over you. Turn the tables and scientifically control that work by adopting

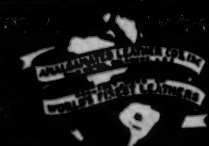
**"CONTROLLED STITCHING"**

**AJAX MACHINE CO.**

170 Summer St., Boston, Mass.

Call Liberty 2-8684

Catalog on Request



# CHARMOOZ

## THE PERFECT SUEDE LEATHER

BLACK AND COLORS

### AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99,

DELAWARE

# What are the facts about dress shoes



sewn with  
**NYLON**  
THREAD?

## All Stitched Seams...

... are "failure points" in men's dress shoes, where strength is often sacrificed for appearance—or good looks are sacrificed through the use of bulky threads.

## But note these characteristics of Nylon

Nylon's high strength enables use of small diameter thread—finer needles, less perforation, better seam strength, finer appearance. Nylon seams can be made strong and tight without stiffness and bulk. Nylon's high recovery value after stretching keeps the finished shoe in good shape far longer.

## Nylon combines Beauty with Durability

Nylon resists all usual causes of thread failure. Now you can market a dress shoe that looks smarter, feels better, lasts longer—whether tested by the light-stepping man-about-town or the heavy-footed plain-clothesman assigned to guard wedding presents.

to keep in pace with modern style and quality . . .

*Always stitch with Neophil (Nylon) Sewing Thread!*

PREMIER'S TECHNICAL SERVICE STAFF  
— has developed Neophil nylon thread for all applications, to sew any operation and to do an excellent job on any type of equipment. Without obligation, ask our Technical Staff how Neophil nylon can upgrade your product—contribute the utmost in eye-appeal and styling, along with improved durability.



*This tag tells customers your shoes are superior. Write us for full information on our Premier Plan for helping you win recognition.*

PREMIER S. S. NEOPHIL

*The Successful Nylon Sewing Thread!*

PREMIER THREAD CO. • PAWTUCKET, RHODE ISLAND



# Tomahawk

COLOR NO. 62



Sperry Sperry

R U E P I N G